

What Will the Institute Plan Do for You? *Answered in this issue*

Vol. 67

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No. 22

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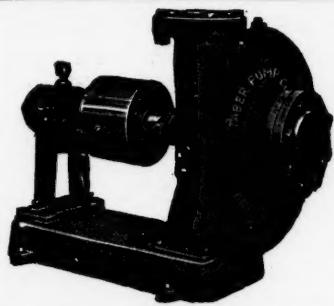
# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

NOVEMBER 25, 1922

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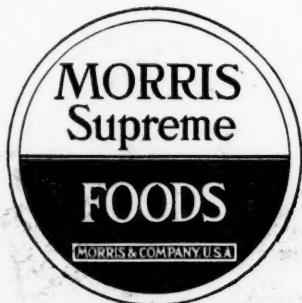
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make it better.

# The Brecht Page

The greatest vir-  
tue in business  
is the truth.

Vol. I

NOVEMBER 25, 1922

No. 3

**The Brecht Company**  
Est. 1853

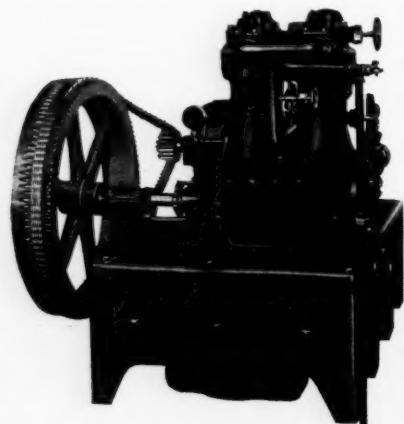
Manufacturers of Equipment pertaining to the Meat Industry and its By-products, Packinghouse, Abattoir, Slaughterhouse and Sausage Makers' Machinery.

Evaporators and Dryers, Lard Refining and Compound Plants, Refrigerating Machinery, Refrigerators, Lard Pails and Cans; Market Fixtures, Sausage Casings.

Main Offices and Factories, St. Louis, Mo. Branches: New York, Chicago, San Francisco, Buenos Ayres, Liverpool, Capetown, Sidney, Hamburg, Shanghai.

### A New Self-Contained Refrigerating Unit

There is hardly an excuse possible today for the retailer for not being able to have a Refrigerating Machine. One objection was the high initial cost and another excuse the fact that often the market man did not have a lease. Both of these objections have been overcome. The new Brecht Self-Contained Refrigerating



Unit shown here is sold at such a price that the average market man can afford it, and it is of such compact construction that it can easily be removed and installed in another building. This unit has a refrigerating capacity of from 1½ to 2½ tons, and is well adapted for the average market.

### Evidence

"I have been operating my machine over one year with the best satisfaction. My ice bills were formerly over \$40.00 per month, but my electric bill has not exceeded \$15.00, so with much better service. My box is 6x8x10' and my case is 10' long. I want to thank you for the service rendered us."

Very truly yours,

(Signed) D. W. HARRIS, Mgr.  
Harris Bros. Meat Market,  
6-21-21 Lonaconing, Md.

## An Important Factor in the Economical Distribution of Meats

Packers are, of course, interested in the economical distribution of meat products. The final step in their distribution is the retailer. With the splendid cooperation existing today between the American meat packer and the retailer, there is one item which is a very great factor in the economical distribution of meat products. This is the small refrigerating machine.

Where does this economy exist? First, in the elimination of the ice bill which is usually cut 50 to 75%. Second in the elimination of trimmings which actually is the most important factor. Third, in eliminating a lot of labor.

It is not unusual that the overhead expenses of a market can be cut 50 to 80% by installing a suitable refrigerating system. From the standpoint of the packer the great advance which has been made in the refrigerating field is bound to make itself felt in retail distribution because if a retailer is equipped with coolers which can handle 4, 6, 8 or 10 cattle, large branch houses and large branch coolers will not

be necessary.

So there are a good many reasons why packers and especially the packers' salesmen should encourage the use of small refrigerating machines because it helps in lowering the cost of distributing meats for the retailers and the packer.

We don't want you to boost the Brecht machine necessarily, for we feel that you have your own products to boost. With the thousands of Armour, Swift, Morris, Wilson and Cudahy salesmen, and all salesmen of the other packers boosting mechanical refrigeration, it will become a great factor in the economical distribution of meat. Tell your salesmen about it.

Reprints of this page will be gladly furnished for distribution.



This illustration shows clearly what the refrigerating plant can do for the proper display of meats in counters. Greater display of meats means more meats sold, more meats consumed.

This photo shows The Central Market, Omaha, Nebraska, one of the finest markets in the country.

### L. Hinrichs

The big salesman of The Brecht Company. Packers and butchers in Arkansas and Missouri cannot help but recognize the stern features of Lou Hinrichs.

He is the big salesman of The Brecht Company. In size about 6' 6", but Lou is also big in heart. Still better, big in sales.

Usually he don't look as stern as shown in the picture, as he always has a pleasant smile on his happy countenance.

Lou Hinrichs has been traveling Ar-



L. HINRICH

kansas and Missouri for the past seventeen years, and here's hoping that he will be with us a good many more years.

# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION  
PUBLISHED EVERY SATURDAY

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Vol. 67.

Chicago and New York, November 25, 1922.

No. 22.

## *What Will the Institute Plan Do for Me?*

### A Question Packinghouse Executives and Employes Have Asked Since the Insti- tute Development Plan Was Ratified— How Some of Them Answer It

One question has been asked by a great many employees in the packing industry during the past few weeks. It is this: "What will the Institute plan do for me?"

The reason is that the Institute Development Plan was adopted at the recent convention of the Institute of American Meat Packers and is being much talked about. As a result interest has been aroused in many quarters, and men and women in the packing industry are discussing just what the plan will mean in giving them a better grasp of the industry and their jobs.

"It's a live question for the whole industry, and everyone can aid by pointing out ways in which the plan can be made to benefit every worker in the way that will enable him to work more efficiently and give him a greater satisfaction in doing so."

This is how one executive summed up the situation, in reply to a question from THE NATIONAL PROVISIONER which has called upon representative men in different positions in the business to give their points of view.

Each one was asked about the work connected with the Institute Development Plan that is contemplated this year, and also the ultimate organized courses to be given when the plan gets under way.

#### What Is Planned This Winter.

This winter the plan so far outlined is a series of popular introductory lectures by leaders in the industry, who will tell in a general way the problems of a particular phase of the business and how they are met. For example, a treasurer of a packing company could tell about the practical financial side of the business; a beef man could tell of that phase illustrating with stories of his own experience; one of the directors of a successful sales force could give his principles for developing salesmen.

In that way a general survey of the packing industry can be brought before the whole personnel of the industry in each center, and the way eventually will

be paved for more highly specialized courses in actual production methods, cost accounting, salesmanship, meat cutting and curing, waste prevention, refrigeration, fuel conservation, packinghouse construction and architecture, retail merchandising and many others.

#### What the Student Expects.

A representative of THE NATIONAL PROVISIONER interviewed a student in the industry and asked him what he felt the plan would do for him. The young man was enthusiastic, and said at once that he felt the plan from the very beginning was going to do a great deal for him.

He was looking forward to the series of lectures to be given this winter by the stars of the industry. He would get a chance to see and hear some of the men who are making history in the meat industry. Such a contact would enable him to get their point of view and learn at first hand the attitude that has proved successful in meeting many of the problems of the industry.

A broad survey would be given him of the whole industry and he would have brought home in a way otherwise impossible the significance of many of the main phases of the business. By this means he might become aware of some field of

work in the industry for which he might be better fitted than the one he had originally chosen.

#### Benefits Office and Sales Forces.

The second man approached was one of the office workers. The office workers really write the history of the business in records they keep, which many times may seem unimportant to them. In addition to giving them the same general information that the student was expecting from the plan, the office worker told THE NATIONAL PROVISIONER that he was looking for something very definite. He was expecting to get a comprehensive view of cost accounting and cost analysis in the packing business, and later to become an expert in that most intricate field of the business.

The third man was a salesman. He was a bright, energetic man, who had made a fine record, although he had been with the packinghouse game but a short time.

He knew what he wanted also. He said that he wanted first of all a general idea of other departments than the one he was working in. He felt every day that he would be a better salesman for his own department if he knew more about the other departments and what they were doing. By learning of their policies and of the general policy of his firm, he would have a chance to realize the conditions under which the policies were made which governed his own department's sales policy.

#### What the Foreman Thought.

A foreman was the next man approached. The foreman is always one of the key men in the industry, and his opinion was worth getting. He felt he suffered from the same kind of lack of information that the others did. He did not know much about any other department than his own.

Besides getting more knowledge, this foreman felt that the plan would give him a chance to do more with his workers. They would have a wider range of

#### Quick or Slow Chilling?

Do you cut your hogs 24 hours after killing, or do you chill them longer?

The discussion of quick vs. slow chilling of hogs is developing many interesting points. It is important to know all the points before deciding what method to follow.

Read what experts have to say on pages 26 and 27 of this issue of THE NATIONAL PROVISIONER.

information and he would have a better idea of what they were fitted for. It might be that a young fellow who was not useful in his department, might do well in another department if he was put where he belonged. Therefore, instead of being discharged he could be transferred.

#### Managers Can Find Successors.

A department manager, a sales manager and a plant superintendent who were interviewed gave practically the same reply. They all felt that the plan would have the result of getting better material for them, especially for the more advanced positions. Their employees would be able to grasp the fundamental problems much quicker and more correctly.

The plan would develop, for example,

foremen and under-executives in a shorter time, and with the assurance that they would be able to see and plan for the future in adequate fashion.

These views show that the workers in the industry are realizing that the Institute Plan has a great deal of practical value for each one. They are impressed with the fact that it is not an attempt to cram them with learning, but to give them opportunity to know more of their field by contact with others and through the relation of the experiences of all.

They realize that the Institute has not attempted to "bite off more than it can chew," but is beginning cautiously and conservatively, and with sane practicality, a course of action which should result in great good to the whole industry.

tions, Nutrition and Retail Dealers and Trade Associations naturally co-operate with this department.

In developing the particular activities of the Institute Plan for the coming year this Department of Education and Research has lined up its forces and is prepared for action. In a letter to members Vice President Woods has announced the organization of the various bureaus.

#### Hardenbergh on Public Relations.

Mr. Wesley Hardenbergh will direct the work of the Bureau of Public Relations, in which bureau he has assisted Mr. Woods since he joined the Institute forces in January, 1920.

#### New Nutrition Bureau Head.

The new director of the Bureau of Nutrition is Dr. C. R. Moulton, who fills the position left vacant by Dr. E. B. Forbes, who resigned to become director of the Institute of Animal Nutrition at Pennsylvania State College. Dr. Moulton is director of the department of agricultural chemistry of the University of Missouri and has accepted the position with the Institute to take up his duties January 1.

Dr. Moulton was graduated from the University of Illinois in 1907. He received his master's degree from the University of Missouri in 1909 and took his doctor's degree at the same institution in 1911. He served as an assistant in agricultural chemistry in the university and in the experiment station from 1907 to 1910. In 1910 Dr. Moulton became an instructor and continued as such until 1912 when he became an assistant professor, serving in this capacity until 1918, when he was promoted to a full professorship.

From 1917 to 1918 Dr. Moulton was an assistant in animal nutrition to Dr. Armsby at the Institute of Animal Nutrition, Pennsylvania State College. The chief subjects of research in which he has been engaged are agricultural chemistry, animal nutrition, nitrogenous bodies in meat and meat extracts; timothy and wheat; composition, maintenance, growth and energy metabolism of beef animals.

Dr. Moulton holds membership in a number of scientific societies. He seems eminently qualified to carry on the nutrition work of the Institute, which is gradually correcting and changing popular and scientific misunderstandings of the food value and healthfulness of meat. He was recommended unanimously by the committee on nutrition.

(Continued on page 22.)

## Department Organization of the Institute

Division of the work of the Institute of American Meat Packers into two departments has been made as a result of the adoption of the Institute Development Plan by the recent convention at Chicago. Vice President C. B. Heinemann is in charge of the Department of Association Management, and Vice President W. W. Woods of the Department of Education and Research. While this division is indicated, it should be understood that each acts in an advisory capacity in all Institute committee work and activities.

The Department of Association Management covers not only the administration of the Institute personnel and office affairs, but Vice President Heinemann also looks after the activities of the following standing committees of the Institute: Foreign Relations, and Trade, Traffic, Packinghouse Practice, Industrial Relations, Standardized Accounting, Standardized Containers, Local Deliveries, Livestock Producers, Government Officials, Livestock Losses, Improved Livestock Breeding, Finance, Legal Affairs, Membership and the Regional Committees.

The work of the Department of Education and Research, under Vice President W. W. Woods, naturally embraces the activities of the Bureau of Public Relations,

a Bureau of Nutrition, a Bureau of Home Economics and a Bureau of Merchandising. The standing committees on Public Rela-



WESLEY HARDENBERGH,  
Director Bureau of Public Relations.



DR. C. R. MOULTON,  
Director Bureau of Nutrition.



MISS GUDRUN CARLSON,  
Director Bureau of Home Economics.



D. W. MARTIN,  
Director Bureau of Merchandizing.

## Year Book Shows Beef Supply and Corn Crop

Beef and corn are two of the most important subjects of interest to packers that the new Yearbook of the Department of Agriculture deals with. Secretary Wallace has in this Yearbook inaugurated an excellent change in the scope of the Yearbook that is very practical. In place of the brief, sometimes sketchy articles of other years, he has had prepared four more valuable articles because more comprehensive, on beef, corn, wheat and cotton. Next year there will be a similar one on hogs.

Packers will be interested in learning that this Yearbook emphasizes the economic side of agriculture as never before and the need of the kind of co-operation that the packers and meat producers have already started through the National Livestock and Meat Board urged by producers and packers, and now co-operating actively with the Institute of American Meat Packers. This all looks towards improved methods of distribution and the enlargement of markets, with better returns all round. This is the most vital problem of the present day.

### The Beef Supply.

"Our Beef Supply" sums up in about 100 pages the significant matters of beef production, its importance, cost, credit, marketing, seasonal movement, the price factor in marketing, present situation in production, grades of cattle and the consumption of beef.

The article is illustrated with a number of maps showing the trends of production, slaughter and consumption. Without going into any extended review, the map that is perhaps of most interest to the producer at this time is that which shows the centers of production and consumption. It is found that the center of production is close to the central part of Kansas, while the center of consumption is in western Ohio, with the center of slaughter located at Galesburg, Ill. Charts on the numbers and proportions of pure-bred cattle show that Iowa leads in Shorthorns and Aberdeen-Angus, while Texas leads in Herefords with Iowa close second in the white faces.

It is also found that in 1850 the state of New York led in the number of beef cattle, with Ohio second and Iowa not given a place on the map. In 1860 Texas had taken the lead with Illinois second. In 1880 Texas was still in the lead, with Iowa taking second place. In 1900 Texas was still in the lead, with Kansas second.

In 1920 Texas was still leading, but with Iowa again in second place. But, while Texas has steadily held first place in production of cattle since 1860, it is found that the region of most intense cattle production is found in a section with Iowa as the center and extending into northwest Illinois, southwestern Wisconsin, southern Minnesota, a corner of South Dakota and northeastern Nebraska.

### Dividing Consumer's Dollars.

In treating the matter of the division of the consumer's dollar for beef and by-products there is an emphasis which though not intentional, might give a wrong idea of the profit margins of the different factors. In dividing the dollar the farm value is given at 53.5 cents, the retailer's margin at 2.29 cents and the packer's

margin at 20.6 cents. To make up the dollar are included central market costs of 1.1 cents and costs of transportation 2.8 cents.

But the comparison is not made using the same basis for all. For while the marketing and transportation costs are definitely not included in the farm value they are not mentioned at all in connection with the packer and retailer.

In other words without going into details of the original compiler of the statistics, it looks as if in the case of the former he has taken a net margin and in the case of the packer a gross margin. He seems to confuse margin and profit and does not agree with other government studies on figures. If that is so, it needs rectification and both packer and retailer will be shown to have several per cent less than indicated.

### Corn and Livestock.

The other part of the Yearbook which is of special interest is "The Corn Crop."

Consumed either directly or in the form of meat and other animal products, corn is the principal source of the nation's food supply. It is shown that 40 per cent of the total crop is fed to swine on farms, 20 per cent is fed to horses and mules on farms, and 15 per cent to cattle on farms. Only 10 per cent is used direct for human food, but 85 per cent is used through the consumption of meat and meat products. Corn is the basis of the nation's livestock industry. Figures and charts on production show that the United States produces about three-fourths of the corn crop of the world. There are no large competing countries, but corn is an important crop in Argentina, Brazil, Mexico and some of the southern European countries, though not yet in serious competition with the United States product. It is shown that less than half of the corn land in the Corn Belt is allotted to corn in any given season, and that over 50 per cent of the crop land is occupied by small grains and hay.

The things that determine the amount of corn produced in the United States are discussed in detail: (1) the acreage planted, and (2) the acre yield. While the acreage planted is determined by farmers, the acre yield is determined by the quality of the soil; the weather, insect pests and plant diseases.

On the future demand and the corn crop the Yearbook has this to say:

"The future demand for corn depends on many things, most important of which is the demand for meat. If increasing supplies of meat, especially pork, are required for our own use and for export, then our corn production must be increased, as we cannot grow enough meat to supply an enlarged demand with our present production of corn. A total production based on an intelligent survey of world requirements, together with economies resulting from better seed and cultural methods, and improved marketing organized in reference to seasonal supply and demand, will go far to prevent future crises for the corn grower."

### SAYS BIG TYPE HOGS FAVORITES.

There is no "best" breed of swine, but within the different breeds the "big-type" hog is now finding most favor in nearly all parts of the country, according to the U. S. Department of Agriculture in a recent Farmers' Bulletin, 1263, Breeds of Swine, by E. Z. Russell. The bulletin, which is well illustrated with photographs of specimens of all the leading breeds and of some minor ones, gives a brief history of the origin of all the breeds now found in the United States, descriptions of their characteristics, and names of the record asso-

ciations, with names and addresses of the secretaries.

The usual classification under lard and bacon types is given. The breeds included under the first are the Duroc-Jersey, Poland China, Chester White, Berkshire, Hampshire and Spotted Poland China. The Tamworth and the Yorkshire are the only breeds of the bacon type grown to any extent in this country and are the only ones included. The minor breeds given a place in the bulletin are the Mule-Foot, Large Black, Kentucky Red Berkshire, Cheshire, Essex and Victoria.

The big-type animals, says the author, are found in all breeds, but are more numerous in some breeds than in others. Owing to an increasing demand for cured hams and bacon of high quality, the type of hog becomes a matter of much importance. Hams weighing from 12 to 16 pounds, as packers know well, are more likely to cure with high quality and flavor than lighter or heavier pieces.

Neither hams nor bacon should carry excessive quantities of fat, but should be "well marbled." The opportunity for producing meat of this character is greater in the quickly grown big-type hog than in the distinctly small-type. The most profitable hog is the one that can be grown to the required market weight in the shortest time. Well-bred and well-fed animals of the right type will make the market weight in from 7 to 10 months. The best market weight is generally from 175 to 225 pounds.

### SEES BIG TRADE IN CALIFORNIA.

With a consumption of 156 pounds of meat per capita last year in the United States, the one and three-quarters million people within a radius of 75 miles from Los Angeles offer a great consumers' market for meat products which should be supplied from farm lands of the back country, according to Prof. John T. Caine of the Utah College of Agriculture.

Professor Cain has been working among producers on marketing and production problems for the last 15 years and sees in the Los Angeles Union Stockyards the meeting of a great necessity from the producers' standpoint and the certain improvement of quality of meat products for the consumer.

"Ranch buying," said Professor Caine, "is an antiquated system with the producer seldom able to cope successfully with the skillful, well informed buyer who may often have the advantage of the seller through the circulation in his territory of unfavorable market reports, impossible to verify and disprove at the ranch."

"At the stockyards, on the contrary, all producers will be on an equal footing and the livestock will sell on its merits. The possibility of making comparisons and observing the fact that better stock brings better prices will be a wonderful stimulus to the production of better livestock in the entire west."

### LIEBIG IN SOUTH AFRICA.

Representatives of Liebig's Ltd., the British firm making extract of beef, Kenya, South Africa, are visiting the newly acquired British colony and making a tour of some of the chief cattle districts. The visit is arousing great interest throughout the colony, since it may possibly lead to the establishment of this firm in Kenya, an event which would give great impetus to the cattle industry. According to Consul Jenkins, Nairobi, an epidemic of rinderpest is now prevalent in a large part of the area devoted to cattle raising. Kenya is well suited for the development of a meat extract industry, except that more effective safeguards against diseases must be provided than exist at present before this industry can assume large proportions.

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries, connection with traffic and transportation problems, rate busters and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

**Nitrate of Soda Carload Rates.**—No. 14270. Sub. No. 3. Fowler Packing Co., Kansas City, Kan., vs. Director General, as agent. Unjust and unreasonable rates on carload nitrate of soda from Jersey City, N. J., to Kansas City, Kan. Asks reparation.

**Lard Substitute Rail Rates.**—No. 14396. Interstate Cotton Oil Refining Co., Sherman, Tex., vs. St. Louis Southwestern et al. Unjust, unreasonable and unduly prejudicial rate of 54c on packing house products, namely, lard substitute, salad and cooking oils, from Sherman, Tex., to Shreveport, La., between August 26, 1920, and June 28, 1922. Asks for reparation amounting to \$2,178.

**Added Refrigeration Charges.**—In a proposed report on No. 12158, Frye & Company vs. Great Northern et al., Examiner C. I. Kephart proposed the Commission hold the imposition of the charges provided by Rule 240 (A) of Perishable Protective Tariff No. 1, Fairbanks' I. C. C. No. 6, in addition to the applicable freight rates, on fresh meats and packing house products initially iced by the consignor and delivered to the carrier with instructions not to re-ice in transit, from Seattle, Spokane, North Portland, South San Francisco and Reno to interstate destinations, was in accordance with the terms of the rule but that the charges when added to the freight rates caused the total charges to be unjust and unreasonable. He said the charges that had not been collected

should be waived and those that had been paid should be returned as reparation. The report also covers a sub-number of the same case, Swift & Co. vs. Great Northern et. al.

The rule under attack provides that when a consignor offers a car initially iced, either by the consignor or by the carrier, with instructions from the consignor not to re-ice in transit, the carrier will make an additional charge of 5¢ per car when the journey is confined within the limits of a single group, \$7.50 if it is confined within the limits of two groups, or 20 per cent of the stated refrigeration charge for journeys greater than the ones mentioned.

The packers contended the charges were intended by the Commission to have been confined to shipments of fruits and vegetables and not intended for application to packer cars. Kephart said the rule was to be construed by reading the language and that such reading showed the charges to have been applicable to all kinds of perishable shipments. The additional charges were intended to cover damage to ice bunkers caused by the heavy blocks of ice put into them. Ice used in packer refrigerator cars is crushed and does not cause as much damage.

Besides damages to bunkers of packer cars are not items of carrier expense, but of packer expense, because packer cars, generally speaking, are owned by the shipper, who receives 2 cents per mile, which mileage allowance is supposed to be large enough to cover damages and allow some return on the investment. Fruit and vegetable cars, the examiner pointed out, are generally owned by the carriers so the exaction of charges to cover bunker damage, supervision and other items of expense incurred in handling pre-cooled shipments moving to final destination without re-icing is for service rendered.

**Reduced Rate of Domestic Vegetable Oils, Pacific Coast Points to Atlanta, Ga.**—The rate on domestic vegetable oils from the Pacific Coast to Atlanta, Ga., will be reduced from \$1.35 to 75¢ per 100 lbs., effective December 5, 1922.

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, November 23, 1922, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>FRESH BEEF:</b>				
STEERS:				
Choice	\$17.50@18.00	\$...@...	\$18.00@19.00	\$18.00@19.00
Good	15.00@17.00	15.00@17.00	14.00@17.00	14.00@16.00
Medium	12.00@14.00	11.00@14.00	9.00@12.00	11.00@14.00
Common	9.00@10.00	9.00@10.00	6.00@8.00	8.00@10.00
COWS:				
Good	10.00@11.00	8.00@10.00	9.00@10.00	9.50@10.50
Medium	8.00@9.00	7.00@7.50	7.00@8.00	8.00@9.00
Common	6.00@7.50	6.00@6.50	6.00@7.00	7.00@8.00
BULLS:				
Good	...	...	...	...
Medium	...	6.00@7.00	...	...
Common	5.75@6.00	...	6.00@7.00	...
<b>FRESH VEAL:</b>				
Choice	15.00@16.00	...	16.00@19.00	17.00@19.00
Good	14.00@15.00	...	13.00@15.00	15.00@16.00
Medium	12.00@13.00	11.00@12.00	10.00@12.00	12.00@14.00
Common	7.00@10.00	9.00@10.00	7.50@9.00	8.00@12.00
<b>FRESH LAMB AND MUTTON:</b>				
LAMBS:				
Choice	25.00@26.00	26.00@27.00	26.00@27.00	28.00@30.00
Good	23.00@24.00	23.00@25.00	24.00@25.00	26.00@28.00
Medium	21.00@22.00	21.00@22.00	22.00@23.00	24.00@25.00
Common	18.00@20.00	19.00@20.00	20.00@21.00	20.00@23.00
YEARLINGS:				
Good	...	...	18.00@20.00	23.00@25.00
Medium	...	...	16.00@18.00	...
Common	...	...	...	...
MUTTON:				
Good	14.00@15.00	12.00@14.00	13.00@15.00	14.00@16.00
Medium	12.00@13.00	10.00@12.00	11.00@13.00	12.00@14.00
Common	7.00@16.00	8.00@10.00	9.00@10.00	...
<b>FRESH PORK CUTS:</b>				
LOINS:				
8-10 lb. average	15.50@16.50	19.00@20.00	18.00@20.00	17.00@19.00
10-12 lb. average	15.00@15.50	19.00@20.00	17.00@19.00	17.00@18.00
12-14 lb. average	14.00@14.50	18.00@19.00	17.00@18.00	16.00@17.00
14-16 lb. average	13.00@14.00	18.00@19.00	16.00@17.00	15.00@16.00
16 lb. over	12.00@13.00	17.00@18.00	15.00@16.00	14.00@15.00
SHOULDERS:				
Skinned	13.00@14.00	...	14.00@17.00	13.00@15.00
PICNICS:				
4-6 lb. average	12.50@13.00	14.00@14.50	13.00@15.00	12.00@14.00
6-8 lb. average	11.50@12.00	13.00@14.00	12.00@14.00	...
BUTTS:				
Boneless	...	...	21.00@23.00	...
Boston style	15.00@16.00	...	18.00@20.00	16.00@18.00

\*Veal prices include "hide on" at Chicago and New York.

**Rates on Paper Boxes Unjust.**—No. 14412. Armour & Co., Chicago, Ill., vs. director general as agent. Unjust and unreasonable rates on 4 L. C. L. shipments of paper boxes k. d. in bundles from Chicago to Oakdale, Cal. Asks reparation.

### THE INSTITUTE PLAN WORK.

(Continued from page 20.)

#### Bureau of Merchandising.

The Bureau of Merchandising will be in charge of Mr. D. W. Martin. He will direct the retail relationships of the Institute. He is now at work in the Institute offices. Mr. Martin has had fifteen years of experience in the meat business, and thirteen of these have been years of close contact with retailers. He is a public speaker of capability and is well qualified for the work of the Institute.

#### Home Economics Work Started.

The new Bureau of Home Economics will be directed by Miss Gudrun Carlson, who has been doing some very able and interesting work for the Institute since her appointment to inaugurate the work in home economics, and who made such a hit with the members at the recent convention.

Miss Carlson took her training at Minnesota and Columbia universities and holds the degrees of B.S. and M.S. from the latter institution. Her experience includes grade and high school supervision of home economics subjects, extension lecturing, teaching of special food conservation classes during the war, and similar activities. She has held positions as head of home economics or food and dietetics departments in Skidmore College, South Dakota State Agricultural College and New Jersey College for Women.

Before coming to the Institute she gave instruction in the department of foods and cookery at Teachers College, Columbia University. Her major interest has been along questions of food, particularly the economic and nutritive phases.

The importance of the work Miss Carlson is doing is clearly shown in a recent statement as follows:

A member company may ask: "How does educational work done with home economics leaders in Washington concern me?"

There are several answers:

(1) The men and women whom Miss Carlson addressed recently throughout the West are teaching home economics and planning institutional diets throughout the country.

(2) Professional workers exchange information and influence one another's thought and practice.

(3) Every pound of meat in the country, and this is the real answer, is in competition with every other pound of meat. If, by correct information, the consumption of meat is increased in the big, densely settled consumption centers of the East, the value of meat everywhere else is raised, and vice versa.

In trying to establish the food value of meat on a higher level in the East, South, North and West the Institute generally is compelled, for reasons of economy, to direct its educational efforts toward "key" men and women, men and women who are teachers or will become teachers, or who otherwise instruct or influence large groups of persons. In this way, the maximum results should be obtained at least expense.

Each of the bureaus is functioning vigorously and efficiently. The Bureau of Nutrition is doing so through the aid of the Committee on Nutrition and the Bureau of Public Relations. It should be noted that the Bureau of Merchandising and the Bureau of Home Economics each consists of only one person. The same thing will be true of the Bureau of Nutrition.

# \$75,000 Per Year

—wouldn't pay the salaries of packinghouse superintendents and executives who have contributed their experience and knowledge, and have permitted them to be put in print in "THE PACKERS' ENCYCLOPEDIA."

It has taken years of practical experience to gather information and compile a book of modern packinghouse practice such as THE PACKERS' ENCYCLOPEDIA.

To the right is a table of contents which will give you a fair idea as to the value of this book on the packers' desk.

This table of contents refers only to Part 1—Packinghouse Practice. There is also Part 2—Statistics, which contains a mass of valuable facts and figures which every packer should have at hand. Part 3 is the Trade Directory, the first ever compiled for the industry, giving complete information of packers, sausage manufacturers, wholesalers, renderers, oil refiners, brokers and livestock order buyers.

On account of the limited edition which is being printed, we advise you to send in your order as early as possible, to be sure of getting a copy.

## THE PACKERS' ENCYCLOPEDIA

### Chapter One:—CATTLE

Breeds of Cattle  
Market Classes and Grades of Cattle and Calves  
Dressing Percentages of Cattle  
Beef Slaughtering  
Beef Cooling  
Beef Grading  
Beef Loading  
Handling of Beef for Export  
Beef Cutting and Boning  
Plate Beef  
Mess Beef  
Curing Barreled Beef  
Manufacture of Dried Beef  
Handling Beef Offal  
Handling and Grading Beef Casings  
Handling Miscellaneous Meats  
Manufacture of Beef Extract  
Manufacture of Oleo Products  
Tallow  
Handling of Hides

### Chapter Two:—HOGS

Breeds of Hogs  
Market Classes and Grades of Hogs  
Dressing Yields of Hogs  
Hog Killing Operations  
Hog Cooling  
Shipper Pigs  
Pork Cuts  
Curing Pork Cuts  
Smokehouse Operation  
Ham Boning and Cooking  
Lard Manufacture  
Hog Casings  
Edible Hog Offal or Miscellaneous Meats  
Preparation of Pigs Feet

### Chapter Three:—SMALL STOCK

Market Classes and Grades of Sheep and Lambs  
Sheep Killing  
Sheep Dressing  
Sheep Casings  
Casings from Calves and Yearlings

### Chapter Four:—INEDIBLE BY-PRODUCTS

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Blood and Tankage Yields  
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Manufacture of Glue  
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Catech Basins  
Cost and Return on By-Products

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**THE NATIONAL PROVISIONER**  
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**MEAT MEN BOOST BABY BEEF.**

A demonstration of baby beef from the Junior Livestock Exhibition at Madison, Wis., was given on November 6th by the Plankinton Packing Company, Milwaukee, at which were present the board of the Wisconsin Livestock Breeders' Association, members of the faculty of the College of Agriculture, University of Wisconsin, members of the National and State Retail Market Men's Association, and others interested from Chicago and Milwaukee.

A committee of three, appointed by E. Hirsh, manager of the beef department of the Plankinton Packing Company, consisted of Jacob Herman, president of the National Retail Market Men's Association; Joseph F. Seng, past president, and Oswald Neesvig, of the Madison Packing Company, in order to test the quality, and their preference of seven yearling cattle selected alive by the Wisconsin Livestock Breeders' Association, and also to give their judgment on four yearling steers fed by the College of Agriculture at Madison. In both tests the Hereford type of yearling steer was given the preference and marked as No. 1.

Lunch was served at the plant restaurant, and interesting talks were given by those present. It is hoped improved constructive work in the feeding of baby beef cattle will make itself felt, and a closer understanding and co-operation between the producer, packer and retailer will ultimately result from this meeting, to the benefit of the consumer, through improved methods of yearling and baby beef production.

Among those present were: E. H. Parker, president Wisconsin Livestock Breeders' Association; J. C. Robinson, treasurer Wisconsin Livestock Breeders' Association, Evansville, Wis.; H. E. Reynolds, Lodi, Wis.; A. W. Hopkins, Madison, Wis.; Burlie Dobson, Lancaster, Wis.; M. F. Hogan, Waunakee, Wis.; Reid Murray, secretary, Madison, Wis.; J. G. Fuller, professor of animal husbandry, Madison, Wis.; Oswald Neesvig, Madison Packing Company; H. C. Carr, Chicago; J. L. Seng, Milwaukee; J. C. Herman, Milwaukee; George Weber, Milwaukee; W. C. Nicholson, manager, Milwaukee; F. W. Waller, Milwaukee; H. J. Kurtz, Milwaukee; J. A. White, Milwaukee; A. B. Zautke, Milwaukee; C. P. Hobson, Milwaukee; B. D. Scharff, Milwaukee; A. M. Helmuth, Milwaukee; E. W. Ackerman, Milwaukee; E. Hirsh, Milwaukee.

**DEATH OF JAMES W. GARNEAU.**

James W. Garneau, one of the oldest and best known meat packers of St. Louis, Mo., died on November 22 at his home in St. Louis, 25 Washington Terrace, after a brief illness.

Mr. Garneau was one of the founders of the American Meat Packers' Association and its first treasurer. He was one of



THE LATE JAMES W. GARNEAU.

the group which gathered at Chicago in October, 1906, to form what has since blossomed into the great Institute of American Meat Packers. Being a banker as well as a packer, he was made the first treasurer, and also served as director in 1907 and 1908.

He was interested in the Laux Packing Co. at St. Louis and later in the Waldeck Packing Company. For many years past he has been associated in packing activities and in the Mound City Ice & Cold Storage Co., with J. Fred Krey, president of the Krey Packing Company, and himself a past president of the American Meat Packers' Association.

Mr. Garneau was a man of high standing in the business world, and a personality which made friends everywhere.

**TRADE GLEANINGS.**

Alex McCullough, Kittanning, Pa., lost his slaughterhouse through fire recently.

The Norman Packing Co., Portsmouth, Va., will establish a packing plant at Suffolk, Va.

The Paul Delaney Products Corporation is planning to establish a plant at Syracuse, N. Y.

The Tittle Bros. Packing Co. has purchased the Mark O. Riddle meat business at Kalamazoo, Mich.

The Clover Cotton Oil & Gin Co., Clover, S. C., is planning to erect a new fertilizer unit in the near future.

Sale of the tangible assets of the Illinois Farmers' Packing Co., Ottawa, Ill., has been ordered by the court.

The Fowler Packing Co., Kansas City, Mo., recently sustained a loss of about \$20,000 through fire in their plant.

The North Penn Packing Co., Lansdale, Pa., has been incorporated with a capital of \$30,000. Joseph G. Mininger is treasurer.

Chieffetz & Greenberg, Brooklyn, N. Y., have been incorporated with a capital of \$90,000 for the purpose of slaughtering cattle.

The Chamber of Commerce of Martinsburg, W. Va., is considering a plan to establish a sausage manufacturing plant there.

John Morrell & Co., Ottumwa, Ia., is going to erect a new rendering plant at Sioux Falls, S. D. In addition there will be a by-products unit built also.

The Dorchester Fertilizer & Lime Co., Cambridge, Md., which recently lost its plant at a loss of \$60,000, will shortly rebuild it with increased capacity.

The Chamber of Commerce of Macon, Ga., through its chairman, Dr. W. G. Lee, is considering the operation of the packing plant at that place by some packing company.

The Emmart Packing Company, Louisville, Ky., started to kill hogs in its handsome new plant on November 21. The formal opening takes place later. The capacity of this plant is 1,000 hogs and 100 cattle per day.

## There Is Money in Tankwater

Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

A simple process—boils with exhaust steam. Repairs practically negligible. Better investigate.

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 Meat Packers' Trade and  
 Supply Association

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THE NATIONAL PROVISIONER

What About the Railroads?

Unless there is a decided change of heart and method of action in our present railroad executives, the matter of government ownership and operation of railroads will be a leading campaign issue in the 1924 election. Moreover, the present trend of thought, coupled with the general spread of a Fabian policy of dodging issues, is rapidly converting the shipping public to what has long been considered an un-American policy. Every effort should be made to correct this situation before it is too late.

There would seem to be a distressing dearth of honest-to-goodness railroad executives in the railroad world today. Some pessimists go so far as to say that it is doubtful if more than six first-class executives can be found at the head of American railroads at the present time. Instead of attempting to meet issues and overcome handicaps as they arise, the majority prefer to follow their lackadaisical habits and excuse their incompetency by claiming that too much regulation prevents action.

The shipping public seems to be growing tired of accepting excuses, when service is so sorely needed. It might be well for this type of railroad executives to awaken from their lethargy and restore their properties to a basis where efficiency counts, and where inefficiency is only mentioned as an excuse for an employee's discharge. They might remember that legislation was adopted when inefficiency reared its slimy head, and they can scarcely expect lessening of regulation until they demonstrate their willingness and ability to deal fairly with the shipping public.

Petty policies of gouging the public out of every possible cent while giving the lowest class of service, will never win the railroads friends. Ask one hundred shippers to express their views on this, and ninety-nine will say, "Give us good service and we will give the railroads good rates." Moreover, there will be no let-up in the demand for reduced rates so long as grain, fruits and vegetables go to waste for lack of cars and motive power.

There is no question that railroad regulation has been overdone by the politicians and the theorists. But this fact is not an alibi for the railroad executive. The situation might possibly be helped by less thought about over-regulation and more about good operating policies. Men who lack initiative, courage and the ability to operate their properties, despite real or imaginary obstacles, should be retired from the railroad service. Consolidation might prove a benefit in this regard, if

it eliminated this class and retained the real, honest-to-goodness railroad heads to run the roads that were left.

A distinguished authority has expressed the opinion that consolidation is the only alternative to government ownership and operation. Since nobody who has the interests of the country or his own interest at heart wants government ownership, the wisest outcome would seem to be consolidation into a few systems headed by the real executives who still survive. The species may become extinct if there is much more delay.

To Standardize Containers

Packers for some time have been giving special attention to the standardizing of containers. But there are so many problems regarding the proper types of packages in this industry on account of the great number of products handled that it is fair to say that only a beginning has been made.

Therefore packers who are anxious to have as much information as possible to aid them in working out the best standard sizes in the most economical way will be interested in a conference to be held at Washington in January, 1923. The question of the standardization of food products containers is to be considered at this conference called by the Division of Simplified Practices of the U. S. Department of Commerce.

While the whole range of containers will be gone into, many of the problems will be packers' problems. Some 60 organizations have been invited to send representatives. These include producers, distributors and users of food containers of all kinds. The practical method to be used for the getting of definite results out of the conference is shown by the division of the conference into four groups. One group will include those interested in wood containers, such as boxes, buckets, hampers and crates. Another will include metal containers such as cans and barrels. A third will have to do with paper board and fiber board cans and boxes. Finally, a fourth will deal with glass, such as jars and bottles.

The main work that a conference like this or a committee such as the Committee on Standardized Containers of the Institute of American Meat Packers can do, is to recommend changes and standards. The members, if they wish such changes to go into practice, must then by their co-operation make such recommendations effective.

The Institute's Committee by its efforts at the very beginning of its existence has shown what practical progress lies ahead. Already it has made several important recommendations which have saved money.

## PRACTICAL POINTS FOR THE TRADE

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### Quick vs. Slow Chilling

In a recent issue of THE NATIONAL PROVISIONER a packer asked for information on the relative merits of quick vs. slow chilling of hogs. Discussion by advocates of both methods followed and much interesting information was given. This appeared in THE NATIONAL PROVISIONER of October 21 and November 4 and those interested in the subject should read what was said in those issues, as well as the able article on "Modern Developments in Chill Rooms," by H. C. Gardner, which appeared on November 11.

Superintendents were invited to discuss the subject as outlined on October 28 and November 4. The first reply comes from Superintendent O. R. Canter of the Columbus Packing Co. His very interesting observations are given as follows:

Columbus, O., Nov. 13, 1922.

Editor THE NATIONAL PROVISIONER: In reply to your letter under date of November 4th, I appreciate on behalf of the Columbus Packing Company the invitation to participate in a discussion on proper chilling of hogs.

In what little I may say on this subject I refer strictly to the three old methods of refrigeration: First, the old brine circulating system; second, the sheet system, and third, direct expansion.

If we are in the business to stay and grow on the merits of our products in competition with our competitors, there is no good reason for making it the rule rather than the exception to cut 24-hour hogs. There have been reasons given for cutting 24-hour hogs, and these sometimes seem reasonable as well as profitable, but you can rest assured that your products will reflect their poor handling and your competitor profit thereby.

The cooler temperatures have been pretty well outlined as around 32 to 33 degrees opening and 50 to 55 degrees closing. These are along the lines most medium and small packers are trying to work, but conditions and lack of space drive many to submit to poorer temperatures. I shall take the opening and closing temperatures that have been outlined and then follow this method.

Get your cooler back to 32 degrees as soon as your system will permit; then 8 hours before cutting begins, run the cooler to 30 degrees and hold. Hogs will not freeze at 32 degrees, neither will they freeze at 30 degrees in 8 hours, except to show frost on the feet and in flank.

This will give you an inside temperature of 33 degrees to 34 degrees on hams from medium-sized hogs; or in other words around the temperature that your pickle and curing cellar should be held, and will preclude all necessity of spreading hams and bacon in your cellars at an extra expense and a detriment to them as well.

Hams and other cuts also can be given a neat uniform trim and will be more solid and retain their shape better through the process of cure and smoke than cuts from half or poorly chilled hogs.

The atmosphere of a cooler at 32 or 33 degrees, even though the floor might be covered with water, is drier than the outside atmosphere. Consequently, we must expect heavier shrinks on 48-hour hogs than on 24-hour hogs, due to the fact that they are exposed to a dry atmosphere twice as long. However, we must take our shrink cheerfully for the sake of quality.

When a tailor makes a suit, the first thing he does is to shrink his cloth. Why? So that it will hold its original artistic shape. If not so done, the first dry day following the first wet day, the suit will be three cornered and too small. The effect of passing the buck to the customer. Answer—New tailor for the next suit.

So I end as I began by saying, "If we are in the business to stay and grow on the merits of our products, there is no good excuse for cutting 24-hour hogs."

You can pass the buck to the customer on the ham just the same as on the suit, so long as your competitor does not appear on the scene with a better ham, properly handled. If he does, what is the answer? Look for a new customer.

Very respectfully yours,

THE COLUMBUS PACKING COMPANY,  
O. R. CANTER, Supt.

P. S. We think that the spray system will practically cut the chilling time of hogs 50 per cent, and at less expense.

[EDITOR'S NOTE.—The opinions and experiences of other superintendents on this subject are invited. THE NATIONAL PROVISIONER will be glad to publish them for the benefit of all its readers.]

### Much Depends on Equipment.

In the discussion on the subject of cutting hogs in 24 or 48 hours after being put in the chill room, one packinghouse superintendent calls attention to a point which should not be overlooked by any packer; that is, his equipment.

Are you equipped to handle and cut hogs on a 24-hour basis?

This superintendent briefly calls attention to this point as follows:

Chicago, Nov. 16, 1922.

Editor THE NATIONAL PROVISIONER:

The writer has been vitally interested in the series of articles running in THE NATIONAL PROVISIONER which started with your issue under date of Oct. 21, regarding cutting hogs in 24 or 48 hours.

Each publication has brought out many points of interest to packers, which undoubtedly many of them will benefit by, particularly the packer that has the facilities to handle. This point is very thoroughly covered in a recent issue of THE NATIONAL PROVISIONER, by Mr. Horace C. Gardner.

It is safe to assume that a large number of the small packers are not equipped to handle and cut 24-hour chilled hogs without some risk.

If the plant has an up-to-date equipment of hog coolers and absolute control of the brine in regard to temperatures, it is true that there is no great risk under favorable climatic conditions, but I am satisfied that if all packers adopted this practice and it was put into effect, as their plants are now equipped, some of them would find it profitable, while others would find the results to be disastrous.

### SUPERINTENDENT.

[EDITOR'S NOTE.—In the next issue Mr. H. C. Gardner will answer some questions asked by another leading packinghouse superintendent, based on his discussion of "Modern Developments in Chill Rooms," which appeared in THE NATIONAL PROVISIONER November 11.]

How should hogs be shackled and hoisted to prevent damage to hams? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

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Use  
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are made in two stem lengths to fit shallow or deep cookers. 24 ins. & 36 ins. The stems are pure hard drawn copper. The instrument heads are finished in sanitary white enamel. Clamps are made to fit 1", 1 1/2", 2", 2 1/2" and 3" tank sides.

CALO DIALS are also made with flexible stems, so that the head of the instrument can be mounted on the wall near the cooker, and the bulb placed at any location within the cooker.

Our Bulletin M shows diagrammatically how CALO DIALS can be used to advantage on pipe lines cold rooms, smoke houses, cooking kettles, etc., etc., etc. Send for it.

**HANDLING PIGS' FEET.**

An inquiry from a sausage manufacturer in Chicago is as follows:

**Editor THE NATIONAL PROVISIONER:**

We are having considerable trouble with cured pigs' feet. The pigs' feet that we cook appear to be thoroughly cured before and after they are cooked, but after standing in a mild vinegar pickle for two or three days, they turn gray instead of getting brighter in color. This is very detrimental to the sale of this article. We are at a loss to know why this occurs.

Please make a careful investigation and let us know at your earliest convenience why this happens.

The Committee on Packinghouse Practice say the only thing they can think of is that this inquirer is using too mild a vinegar pickle. It is customary for the trade to use vinegar pickle 40 to 50 grain, and if this curer is using a milder pickle than this it is suggested that he increase its strength.

The following instructions for the proper handling of pigs' feet are given by THE NATIONAL PROVISIONER for the benefit of this inquirer and for any others who may desire to have them. They describe operations on a fairly large scale, but the directions given are equally valuable for the small curer.

Just as soon as the feet are received from the cutting floor, store them in the cooler until ready to shave. Do not carry more than one truckload of feet in the shaving room at a time.

**Scalding.**—Scald feet 15 to 20 minutes in water at a temperature of 130 to 140 degrees. Pull toes and deliver to shaving room, allowing feet to remain in the scalding water just long enough to scald them, no longer.

**Shaving.**—Shave the feet first on a machine. Then they are to be shaved and singed by hand. During process of finishing have feet in a tub that holds 50 lbs. or less. Do not use any water in tub, but have convenient to the shaver a pail of water, so he can dip the feet to remove the loose hair. When cleaned, put in ice water, kept at 45 degrees or less.

Remove the feet every two hours, taking them to the cooler. Drain and weigh and transfer to the cellar, to be spread on racks in one layer over night at temperature of 32 to 36 degrees. They are then ready to be sold fresh. Use plenty of ice in shipping from the middle of March to the middle of October, and all the year around in the south.

Keep the feet from fresh water as much as possible after scalding. Do not hold over 24 hours before scalding.

Feet that are not shipped fresh should be put into vats and covered with 80 degree pickle, adding 1 lb. 10 oz. of chile or 2 lbs. of India saltpetre to each 800 lbs. of feet. Hold in pickle not less than 8 days and not over 20 days. At that time they will be ready to cook. For feet that have been frozen, 15 days should be the minimum cooking age.

Before cooking the cured feet, cut the skin with a sharp knife for the full length of foot, on a straight line from between toes to shank. This is because cooking causes the skin to shrink and it will naturally break unless the tension is relieved. By cutting as described the skin will be reasonably free from breaks.

**Cooking.**—First see that the cooking box is clean. Fill the box carefully with the feet. Let the water rise one inch above the feet. Turn on steam and skim until water comes to a boil. Then shut down cover and turn off steam. It is not necessary to look at feet for three hours, then look to see how near they are to being done. In summer it will not be necessary to turn steam on again, as the grease on top will keep in the heat. In winter it

## Saving Packinghouse Waste

The popular idea is that nothing is wasted in a packinghouse. Packers know how false this impression is, and they know it to their cost.

The problems of packinghouse waste and packinghouse sewage are twin difficulties, and endless effort in time and money has been expended in trying to solve them.

The industry may be surprised to know that there are two packers today operating their plants without the loss of a single bit of waste. On the contrary, they are selling as tankage what has heretofore run out through the sewer! And in doing so they have solved their sewage problems, besides creating a new and valuable product.

The remarkable feature is that they are doing it without the use of additional or expensive equipment.

This remarkable story will be told in an early issue of THE NATIONAL PROVISIONER. Watch for it!

may be necessary to use a little more steam, keeping at 180 degrees until cooked.

Chill in the same vat with ice-cold water and split and pack for storage: 250 lbs. in tierce, 1,200 lbs. in 1,500 lb. vat, 800 lbs. in 1,000 lb. vat. Fill vat with 45 grain vinegar and reprime with 22½ grain vinegar at 30 days when necessary.

Feet handled in this manner should keep in good condition for at least 5 months. It is not deemed advisable to carry feet any longer than 5 months.

After feet have been in vinegar for 20 days or over, they are ready to pack for shipment in small packages as follows: Tierces, 300 lbs.; barrels, 200 lbs.; one-half barrels, 75 lbs.; one-quarter barrels, 35 lbs.; one-eighth barrels, 17 lbs.; kits, 13 lbs.

When packing feet for shipment, spice as follows, per tierce (300 lbs.): 2 oz. whole black pepper, 2 oz. whole coriander, ¼ oz. bay leaves. Spice smaller packages in proportion.

## F. C. ROGERS BROKER Provisions

**Philadelphia Office:**  
267 North Front Street

**Trenton, N. J.**  
Frost-Richie Building,  
State & Warren Streets

**New York Office:**  
431 West 14th Street

**HANDLING EDIBLE FATS.**

A renderer in Australia writes to the Packers' Service Bureau as follows:

We are obtaining an edible fat of fair quality, by tank-rendering fresh offal together with factory scrap, including bones. This we subject to bleaching by fuller's earth. We find that, starting from fats of the same color, using in all cases the proper amount of the same earth, the proper temperature and thoroughly dried fats, some fats bleach better than others.

We should be glad to learn the experience of American packers in this matter and the cause of the difference.

**THE NATIONAL PROVISIONER** is pleased to give this inquirer the following information:

It has been the experience of various packers in the United States that variation in the color of rendered fats is due entirely to the amounts of high grade fats used in the manufacture.

We are quite sure that if they will check up the handling of the rendering they will find that occasionally, when large quantities of offal fats—such as pecks, rennets and condemned viscera, uncleansed—are used, the color of the finished product will be considerably darker than when using a high percentage of straight fats.

Up-to-date packing concerns found that they have been able to make considerable improvement by hashing and washing all offal before going to the rendering tank. Then parboil these fats in the rendering tank and draw off all parboiling water and add fresh water before rendering. This will help to eliminate the dark green cast which is usually the result of grass stains from the manure.

Many concerns have adopted this method of handling, and find that it is unnecessary to subject the fats to the bleaching process.

If for any reason you are unable to handle your offal or fats as above outlined, we would then suggest that you do not cook bones with the fat, but cook bones in a separate tank.

It is highly important that you do not cook particles of lean meat with the fat.

After cooking at 40 lbs. pressure for 8 hours, then settle the tank and put about 20 lbs. of salt in. Then draw the tallow off in the receiving kettle, and draw from the receiving kettle into a mixer, and heat the temperature of the kettle up to 284 degrees F. Then put in 3½% of fuller's earth for bleaching purposes.

Then pump the tallow into the filtering press and from there into the storage tank or tierce.

*What is the by-product yield of a 1,000-lb. steer? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

## Production and Sale of Casings

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with my Sales and Service  
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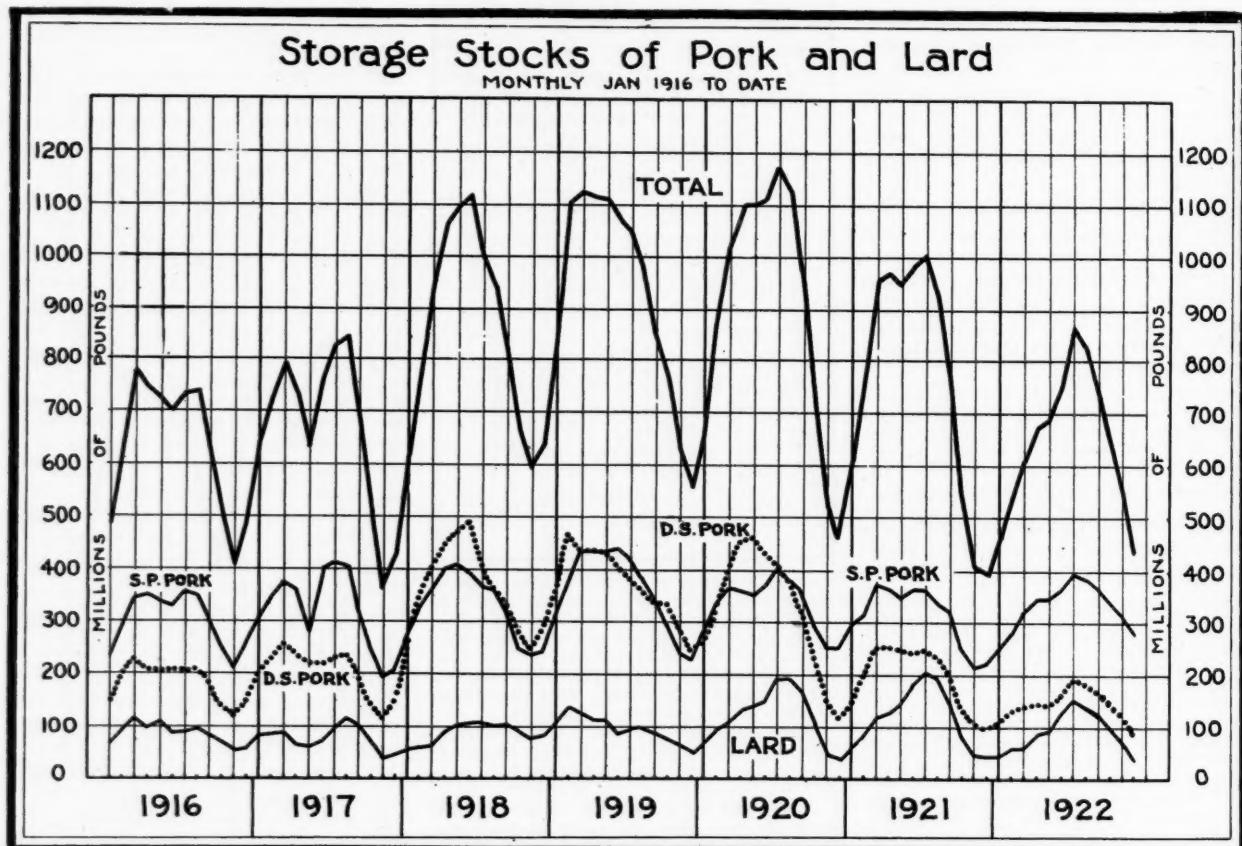
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## November Cold Storage Stocks Down Due to Big Buying Orders

This chart on cold storage stocks, which is one of the regular features of THE NATIONAL PROVISIONER'S market chart service, shows the storage stocks of pork and lard monthly from 1916 to the present time.

The first thing that strikes the reader is the fact that all stocks are very low compared to other years at this same season.

The reasons for this situation are many. But the main fact is that there have been big orders to fill both for pork products and for lard during the past few weeks. Packers have been hard put to it to keep up with the demand. Regarding lard, the low stock is due to the heavy shipping, especially of refined lard. There has also been a good call for prime steam in quantity. Probably the stocks will be low for some time. In the case of lard, the most of the demand has been export, while in the case of the other products it was about 50 per cent domestic and 50 per cent for export. In all lines, except possibly hams, business is much brisker than at this time last year.



The figures on which this chart is based are the official reports of the U. S. Bureau of Agricultural Economics. The total includes D. S. Pork, S. P. Pork, Frozen Pork and Lard. Copyright, 1922, by the Food Trade Publishing Co.

### COLD STORAGE STOCKS COMPARED.

The actual figures of cold storage stocks of pork and lard in the United States at the beginning of each month, 1916-1922, 000's omitted, on which THE NATIONAL PROVISIONER'S chart is based, are as follows, the statistics being those of the U. S. Bureau of Agricultural Economics:

1922.

(At the first of each month.)

	Frozen	S. P.	D. S.	Total
	pork,	pork,	pork,	Lard, stocks,
	lbs.	lbs.	lbs.	lbs.
January	49,520	232,062	108,880	46,714
February	71,711	282,070	128,067	60,555
March	85,136	320,790	139,358	61,258
April	98,233	346,815	144,772	85,445
May	103,966	347,552	142,018	95,882
June	112,000	352,000	143,700	103,768
July	128,577	352,854	186,215	108,898
August	117,821	386,785	179,940	143,521
September	84,819	368,533	166,331	118,272
October	54,122	312,164	123,238	75,156
November	31,277	278,159	85,741	36,727
December	31,277	278,159	85,741	431,904

1921.

(At the first of each month.)

	Frozen	S. P.	D. S.	Total
	pork,	pork,	pork,	Lard, stocks,
	lbs.	lbs.	lbs.	lbs.
January	93,990	294,993	144,997	59,319
February	150,594	316,322	202,907	83,549
March	208,889	376,376	251,891	954,848
April	219,964	367,553	255,390	128,614
May	201,247	352,587	247,239	150,984
June	194,500	366,360	240,152	180,620
July	182,799	366,928	249,804	205,878
	1,005,460			

August ..... 150,048 339,327 231,304 194,952 915,091  
September ..... 103,722 301,139 201,502 146,671 777,234  
October ..... 64,188 255,300 148,493 83,823 552,804  
November ..... 38,430 212,388 108,401 49,063 408,312  
December ..... 37,326 220,815 96,345 41,911 396,397

1920.

(At the first of each month.)

	Frozen	S. P.	D. S.	Total
	pork,	pork,	pork,	Lard, stocks,
	lbs.	lbs.	lbs.	lbs.
January	55,551	279,467	262,620	62,614
February	106,076	337,238	332,848	97,649
March	132,065	369,028	402,229	111,975
April	148,922	361,973	457,745	132,995
May	144,453	353,864	462,389	141,819
June	156,963	371,593	430,782	152,307
July	169,116	380,819	405,680	193,316
August	161,804	389,891	412,928	171,755
September	129,197	361,381	316,433	170,774
October	87,592	295,460	233,380	109,258
November	67,148	254,838	150,812	47,529
December	60,007	252,270	114,400	36,683

1919.

(At the first of each month.)

	Frozen	S. P.	D. S.	Total
	pork,	pork,	pork,	Lard, stocks,
	lbs.	lbs.	lbs.	lbs.
January	61,539	302,763	359,254	104,274
February	104,708	382,260	471,747	138,355
March	128,897	435,197	435,861	125,410
April	142,189	431,714	430,205	112,460
May	139,205	434,671	425,411	112,409
June	141,912	441,982	432,532	83,096
July	155,248	422,887	391,528	93,132
August	131,137	384,764	366,547	104,458
September	90,510	341,724	328,270	87,947
October	61,417	297,702	322,786	76,456
November	47,271	239,719	281,930	66,036
December	44,864	226,893	242,224	49,147

(Continued on page 44.)

### NOVEMBER MEAT STOCKS BY CITIES.

Cold storage stocks of meat in cold storage warehouses and meat packing establishments in Chicago, Boston, New York and Philadelphia are reported for each of these cities separately by the U. S. Bureau of Agricultural Economics for November 1, 1922, as follows:

	Chicago.	Boston.	New York.	Philadelphia.
	Lbs.	Lbs.	Lbs.	Lbs.
Beef, frozen	13,716,000	1,916,000	11,374,000	598,000
Beef, in process of cure	6,271,000	244,000	904,000	396,000
Beef, cured	2,244,000	353,000	914,000	417,000
Pork, frozen	10,141,000	683,000	1,802,000	1,015,000
Pork, dry salt				
in process of cure	9,870,000	303,000	801,000	196,000
Pork, dry salt, cured	6,587,000	398,000	531,000	164,000
Pork, pickled				
in process of cure	35,860,000	6,390,000	3,416,000	2,164,000
Pork, pickled, cured	26,411,000	3,726,000	2,984,000	1,368,000
Lamb and mutton				
Lamb, frozen	224,000	620,000	1,619,000	129,000
Meats, misc.	12,100,000	1,232,000	2,964,000	301,000
Lard	12,264,000	1,773,000	1,839,000	434,000

### GERMANY ADMITS U. S. CATTLE.

The German Minister of the Interior announced recently that American cattle may now be admitted into the country for immediate slaughter through the Government stockyards at Duisburg and Meiderich. The ruling applies to stock arriving either by land or water routes.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces. pork and beef by the barrel or tierce and hogs by the hundredweight.

### Hog Products Firm—Hogs Lower—Movement Liberal—Product Distribution Large.

The developments in the provision market during the past week have shown a continuation of the conditions which were so evident the early part of the month. Hogs have continued to decline and are down about  $2\frac{1}{2}$ c a pound on top hogs from the first of October, while product is very firm and lard maintains its advance of about 1c a pound on the forward months compared with the first of October. The fact that the position of lard continues so strong in view of the action of the hog market and the liberal movement of hogs has aroused a lot of interest in the situation and explanation has been sought.

The reports which have just come in from the U. S. Bureau of Agricultural Economics showing the production and stocks on hand of lard for nine months this year, give a most important explanation of this condition. From the returns which have been made it is evident that the domestic distribution of lard has increased very largely this year, making up for the decrease in the distribution of oil and also the decrease in the imports of outside fats and oils.

### Lard Product and Distribution.

The figures of the production and distribution of lard for nine months this year in millions of lbs. follow:

	1921.	1922.
Stocks, Jan. 1, lbs.	47,000	49,000
Production, 9 months, lbs.	1,037,000	1,149,000
Total, lbs.	1,084,000	1,208,000
Exports, 9 months, lbs.	716,000	574,000
Stocks, Sept. 30, lbs.	85,000	73,000
Total, lbs.	801,000	659,000
Balance domestic distribution, lbs.	283,000	549,000

The distribution this year of lard in the domestic trade is therefore nearly twice as large as last year for the nine months, and explains the decrease in the cottonseed oil distribution, and also the present situation in the lard supplies and lard prices.

This increase in lard distribution in the domestic markets of 266,000,000 lbs. in nine months this year, if continued at the same rate for the entire year, would mean a total distribution of approximately about 350,000,000 lbs. more lard than last year. This is an immense increase. The increase in nine months over last year has been 266,000,000 lbs., with a total distribution of 549,000,000 lbs. out of a grand total production during that time 1,149,000,000 lbs.

The increase in domestic distribution at the rate of 38 lbs. per hog has been the product of about 7,000,000 hogs, while the total number slaughtered in nine months this year showed an increase of only 1,392,000 over last year. The Bureau of Agricultural Economics estimates the total number of hogs in the country at September 1 at 74,642,000, against 70,278,000 last year, an increase of about 4,400,000, which increased number of hogs must be taken into consideration in the produc-

tion and distribution plans for the coming six months.

### Meat Distribution This Year.

Total production and distribution of meats of all kinds in the country show a total outturn of beef and veal for the nine months last year of 3,318,000,000 lbs., against 3,641,000,000 lbs. this year, and stocks remaining on hand at the end of the period are this year only 53,000,000 lbs., against 59,000,000 lbs. last year. The production of hog products during the nine months was 5,312,000,000 lbs., against 5,056,000,000 lbs. last year, with stocks remaining on hand at the end of the period of 588,000,000 lbs., against 559,000,000 lbs. last year.

The total number of all animals slaughtered for nine months this year under inspected slaughter have been 47,759,000, against 46,974,000 last year. The decrease in the slaughter of cattle and hogs in the question of numbers has been offset by a large decrease in the slaughter of sheep. The total product production in millions of pounds this year compared with last for nine months follows:

	1921.	1922.
Beef	3,041,000,000	3,353,000,000
Veal	278,000,000	285,000,000
Hog products	5,056,000,000	5,312,000,000
Mutton	370,000,000	310,000,000
Total	8,745,000,000	9,263,000,000

### Total Stocks on Hand.

With this increased production, the stocks on hand at the end of the period compare as follows:

	1921.	1922.
Beef	59,000,000	53,000,000
Pork products	557,000,000	565,000,000
Mutton	6,000,000	4,000,000
Total	622,000,000	622,000,000

The total number of animals which have moved in the domestic markets for ten months of the year, shows an increase over last year of 2,522,000 head of cattle, 447,000 head of calves, 1,158,000 hogs, and a decrease of 1,875,000 sheep. The slaughter in the sixty-seven markets shows an increase of 899,000 head of cattle, 276,000 calves, 645,000 hogs, and a decrease of 2,095,000 sheep. The movement of cattle shows an increase over the five-year aver-

age of 247,000, and the movement of hogs an increase of 642,000.

The export movement of hog products keeps fairly good, and this has been quite an encouraging sign in the general conditions, but the problem which seems to be confronting the trade is whether the heavy movement of hogs will bring such a supply of product on the market as to unbalance the present situation, or whether the country will continue to absorb this present and prospective larger production. The firmness in corn and decline in hogs continue to greatly narrow the feeding profits of the hog growers.

**PORK.**—The market continues quiet but firm with mess at New York \$29.50@30, family \$29@30, and short clears \$22.50@28.50. At Chicago mess pork was quoted at \$26.

**LARD.**—The market was firm with limited offerings and reports of a good continental demand. At New York prime western was quoted at 12.25@12.35c, middle western 12.05 and 12.15c, New York city 12c nominal, refined to the continent 13c, South American 13 $\frac{1}{4}$ c, Brazil kegs 14 $\frac{1}{4}$ c, compound 11 $\frac{1}{4}$ @11 $\frac{1}{4}$ c, according to brand. At Chicago regular lard in round lots was quoted at November price, loose lard 50c under November, and leaf lard 12@12 $\frac{1}{4}$ c.

**BEEF.**—The market was fairly active and firm with mess at New York \$12@12.50, packet \$13.50@14, family \$16@18, and extra India mess at \$28@30.

### SEE PAGE 39 FOR LATER MARKETS.

### BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)  
Liverpool, England, Nov. 11, 1922.

The market here shows renewed strength on everything in the way of meats, this being due to the small supplies here. Danish killings this week are again only light, with the result that the trade is being forced on to American sides and these are clearing up as they arrive in at improving prices. Cumblands are in better demand and prices improving. In regard to bellies, both salt and borax, long clears and backs, also squares and New Yorks, supplies here are so small that importers can make almost any price; in fact, most of these cuts are now posted on our board at nominal prices.

Lard also is in very short supply and prices have advanced to 88 shillings. As a result of this there has been quite a good c. i. f. trade on lard.

### SEPTEMBER BY-PRODUCT YIELDS.

Yields and production of animal by-products during September, 1922, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

Class.	Edible beef fat	Edible calf fat	Sheep edible fat	Av. per 100 lbs.	Total production <sup>1</sup>	Total production <sup>1</sup>
	Lbs.	Lbs.	Lbs.	Lbs.	Jan.-Sept.	Lbs.
(unrendered)	33.38	3.46	8.764	26,583,000	259,256,000	
Edible beef offal	27.44	2.84	1.97	21,853,000	170,115,000	
Cattle hides	64.52	6.68	2.21	51,382,000	408,999,000	
(unrendered)	1.50	0.75	1.36	530,000	3,661,000	
Edible calf offal	6.66	3.83	2.54	2,352,000	18,746,000	
Lamb (rendered)	38.80	16.86	2.21	106,602,000	1,149,214,000	
Edible hog offal	5.66	2.42	1.743	15,551,000	154,984,000	
Hog trimmings	11.61	4.96	1.743	31,898,000	302,866,000	
Inedible greases	—	—	—	8,764,000	96,460,000	
(rendered)	3.19	1.36	1.743	1,996,000	19,102,000	
Sheep edible fat	1.97	2.54	2.21	1,743,000	13,236,000	

<sup>1</sup>Calculated for establishments having Federal inspection only.

## What's the Matter?

Discussion of the burning question "What's the Matter with the Packing Business?" which has been going on through the columns of THE NATIONAL PROVISIONER in recent weeks, continues to arouse wide interest and comment.

THE NATIONAL PROVISIONER is glad to print any and all views submitted, and all communications are treated in the strictest confidence. Anonymous letters cannot be considered, however, unless the Editor is aware of the name of the author. Don't hesitate about giving us your names, Messrs. Packers.

## Meat Production and Consumption Statistics

Meat and livestock production and consumption statistics for September, 1922, with comparisons for September, 1921, have been compiled by the U. S. Bureau of Agricultural Economics and are as follows:

	CATTLE, CALVES, BEEF, AND VEAL.		January-September—		
	September—	1921.	1922.	1921.	1922.
Inspected slaughter:					
Cattle	68,043	706,377	5,586,217	6,155,709	
Calves	321,193	353,006	2,947,215	3,142,375	
Average live weight:					
Cattle, pounds	982.43	965.37			
Calves, pounds	206.48	199.71			
Average dressed weight:					
Cattle, pounds	539.21	514.40			
Calves, pounds	111.49	110.76			
Total dressed weight (carcass):					
Beef, pounds	371,538,876	409,056,329	3,040,585,202	3,352,747,432	
Veal, pounds	35,809,808	39,108,802	277,696,611	287,675,396	
Storage:					
Beginning of the month—					
Fresh beef, pounds	50,204,072	28,299,987			
Cured beef, pounds	17,129,571	20,081,3.6			
End of month—					
Fresh beef, pounds	44,296,052	34,645,496			
Cured beef, pounds	15,523,558	18,920,240			
Exports:					
Fresh beef and veal, <sup>1</sup> pounds	239,039	228,430	11,388,900	2,532,808	
Cured beef, pounds	2,857,076	2,840,933	18,968,576	20,664,832	
Canned beef, pounds	286,805	287,351	5,171,518	2,107,018	
Oleo oil and stearin, <sup>2</sup> pounds	17,180,495	9,071,42	128,408,875	92,064,760	
Tallow, pounds	3,319,833	2,141,735	10,749,517	25,770,303	
Imports:					
Fresh beef and veal, pounds	2,065,569	10,533,079	22,032,976	26,998,093	
Tallow, pounds	44,264	153,014	1,058,429	1,495,445	
Prices per 100 lbs.:					
Average cost in U. S. of all classes and grades—					
Cattle	\$8.09	\$6.53			
Calves	\$7.63	\$7.69			
Cattle, good steers (Chicago)	\$8.78	\$9.93			
Beef carcasses, good grade (eastern markets)	\$15.08	\$16.98			
Veal carcasses (Chicago)	\$10.71	\$1.92			
Veal carcasses, good trade (eastern markets)	\$20.32	\$18.22			
Receipts of cattle and calves at public stockyards...	1,905,604	2,397,325	14,131,84	16,028,774	
Stocker and feeder shipments from public stockyards...	394,636	629,665	2,130,704	2,398,834	
Estimated number of cattle on farms in U. S.:					
Jan. 1	65,587,000	65,352,000			
Sept. 1	69,266,000	69,338,000			
	HOGS, PORK, AND PORK PRODUCTS.				
Inspected slaughter of hogs...	2,422,350	2,747,467	28,862,398	30,252,600	
Average live weight, pounds...	228.36	234.25			
Average dressed weight, pounds...	174.22	177.71			
Total dressed weight (carcass), pounds...	422,021,817	488,252,361	5,056,498,679	5,312,245,763	
Number of pounds of lard per 100 lbs. live weight...	15.58	16.56			
Storage:					
Beginning of month—					
Fresh pork, pounds	103,486,163	84,815,118			
Cured pork, pounds	529,480,790	534,855,509			
Lard, pounds	149,885,513	119,734,952			
End of month—					
Fresh pork, pounds	64,682,012	54,121,826			
Cured pork, pounds	47,218,813	43,592,584			
Lard, pounds	85,115,017	75,631,543			
Exports:					
Fresh pork, <sup>2</sup> pounds	1,559,081	2,198,367	49,499,047	13,388,419	
Cured pork, pounds	64,846,404	56,048,282	568,343,089	490,840,658	
Canned pork, pounds	93,970	159,063	757,318	2,629,138	
Sausage, pounds	915,398	675,626	6,914,760	7,343,373	
Lard, pounds	107,529,930	62,718,034	716,173,848	574,441,562	
Imports: Fresh pork, pounds	56,047	75,637	435,193	582,396	
Prices per 100 lbs.:					
Average cost in U. S. all classes and grades...	\$7.94	\$8.85			
Live hogs, medium weight (Chicago)	\$8.46	\$9.66			
Fresh pork loins, 10-14 lbs. (eastern markets)	\$24.38	\$24.41			
Shoulders—					
Skinned (eastern markets)	\$15.05	\$15.56			
Picnics, 6-8 lbs. (eastern markets)	\$12.18	\$12.75			
Butts, Boston style (eastern markets)	\$8.42	\$18.50			
Bacon, breakfast (eastern markets)	\$26.54	\$25.84			
Hams, smoked, 10-12 lbs. (eastern markets)	\$27.08	\$23.62			
Lard, tierces (eastern markets)	\$12.97	\$12.73			
Receipts of hogs at public stockyards...	2,655,404	3,062,185	30,269,534	30,959,834	
Stocker and feeder shipments from public stockyards...	41,175	33,904	385,179	442,660	
Estimated number of hogs on farms in U. S.:					
Jan. 1	56,077,000	56,996,000			
Sept. 1	70,278,000	74,642,000			
	SHEEP, LAMB, AND MUTTON.				
Inspected slaughter, sheep and lambs...	1,249,052	1,013,281	9,789,104	8,207,885	
Average live weight, pounds...	74.79	77.68			
Average dressed weight, pounds...	36.26	37.42			
Total dressed weight (carcass), pounds...	45,289,900	37,916,975	370,378,395	310,236,054	
Storage, fresh lamb and mutton:					
Beginning of month, pounds...	5,902,781	3,376,066			
End of month, pounds...	5,903,138	3,538,6.7			
Exports of fresh lamb and mutton, <sup>1</sup> pounds...	264,446	101,623	63,682,056	1,492,437	
Imports of fresh lamb and mutton, pounds...	1,237,402	1,280,698	21,433,330	9,435,699	
Prices per 100 lbs.:					
Average cost in U. S. of all classes and grades, sheep and lambs...	\$7.53	\$11.55			
Lambs, 84 lbs. down, medium to prime (Chicago)	\$8.50	\$13.33			
Lamb carcasses, good grade (eastern markets)	\$18.71	\$25.98			
Sheep, medium to choice grade (Chicago)	\$4.22	\$6.32			
Mutton, good grade (eastern markets)	\$12.24	\$14.76			
Receipts of sheep at public stockyards...	2,618,247	2,303,078	17,393,822	15,249,700	
Stocker and feeder shipments from public stockyards...	554,7.5	534,145	1,650,701	2,015,777	
Estimated number of sheep on farms in U. S., Jan. 1	37,432,000	36,048,000			

<sup>1</sup> Including re-exports. <sup>2</sup> 1922 figure is for oleo stearin only. <sup>3</sup> Quotation for New York only. <sup>4</sup> Quotation for Boston only.

### URGE STUDY OF HOG COSTS.

The following advice by an authority on hog production is of interest to packers who are trying to aid the producers in getting the best results in livestock raising:

"How many farmers are there who can tell exactly what it is costing them to raise hogs? Not very many. They all know that the business is a profitable

branch of farm work but very few men stop to figure it out. And yet they should, as a recent survey over in Iowa disclosed the fact that while on some farms pork production cost only \$3.48 per hundred pounds, on other farms the cost ran up to \$7.65 per hundred.

"It is therefore up to every man to do a little figuring. Other things being equal, the man who holds his feeding costs down stands the best chance of making a good profit."



**Powers Regulator No. 16**

Powers Regulator No. 16 is especially adapted for use in ham cookers, vats, and open tanks. It is quickly and easily installed and operated. It relieves your employee of the duty of constantly testing the temperature of the liquid. It saves time and labor and assures absolute uniformity in the product.

The proper cooking of hams requires exact temperature regulation. Hand control through physical sense or thermometer is inaccurate. The heat may be controlled accurately and with absolute certainty by

## Powers Automatic Thermostatic Regulators

The sensitive thermostat responds to the variations in temperature, regulating the heat to the proper degree.

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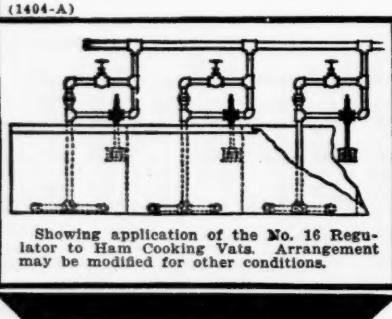
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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—A slightly easier tone was in evidence in tallow the past week, with reports of sales of extra at New York at 8½c, or ½c below recent quotations, and with reports of sales of outside tallows equal to extra at 8 cents. Several large consumers were in the market for tallow at the 8-cent level, but above that figure showed no interest. Offerings were not large, and there was a disposition on the part of holders to believe that buyers would be forced to come up in their ideas. Chinese white vegetable tallow was offered at New York for shipment on the basis of 8½c per lb. c.i.f. coast, regular import terms, and at 8½c c.i.f. New York. At Liverpool Australian tallow was rather quiet and easier, with choice unchanged compared with a week ago at 42 shillings. While good mixed was a shilling lower at 38 shillings. At the London tallow auction 930 casks were offered and 275 casks sold prices unchanged.

At New York prime city was quoted at 7½c nominal, special loose 7¾c nominal, extra 8c nominal, and edible 9c nominal. At Chicago packers' No. 1 was 7½@8c, packers, prime 8½@8½c, and edible 8½@8¾c.

**OLEO STEARINE.**—The market continued weak with sales reported at 10½c and later at 10¾c for oleo at New York, a decline of 1½c per lb. from the season's highs. Demand was limited, and the undertone was heavy with intimations that next sales would probably be at the 10-cent level. Compound interests bought in a small way, and intimated that they would be interested on a scale down. At New York oleo was quoted at 10½c, and at Chicago 10½c, while lard stearine at New York was 13½c nominal and at Chicago 14@14½c.

**OLEO OIL.**—The market was easier and quiet, with extra at New York 13½@14½c nominal, medium 11½c, lower grades 10½c nominal with extra at Chicago 12½@13c.

SEE PAGE 39 FOR LATER MARKETS.

**LARD OIL.**—The market was stronger, with the strength in the lard market and limited supplies. Edible at New York was quoted at \$1.15 per gallon, extra winter 99c@\$1.01, extra 97@98c, extra No. 1 92@94c, No. 1 at 85@87c, and No. 2 at 83@84c.

**NEATSFOOT OIL.**—The market was stronger with the raw article, and with a fairly good demand. At New York pure was quoted at \$1@1.02 per gallon, extra at 90@93c, No. 1 at 88@90c, and cold pressed at \$1.36@1.40.

**GREASES.**—The market is very strong, with offerings light, production well sold ahead, and with a constant export demand for choice white notwithstanding the higher prices. At New York yellow and house were quoted at 7@7½c, brown at 6½@6½c, and white at 9@9½c. At Chicago brown was 6½@7c, house 7@7½c, yellow 7½@8c, and choice white 8½@8¾c.

**GREEN AND SWEET PICKLED MEATS.**  
(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, November 22, 1922.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

**Regular Hams.**—Green, 8-10 lbs. avg., 15½c; 10-12 lbs. avg., 15½c; 12-14 lbs. avg., 15½c; 14-16 lbs. avg., 15½c; 16-18 lbs. avg., 15½c; 18-20 lbs. avg., 15½c. Sweet pickled, 8-10 lbs. avg., 16¾c; 10-12 lbs. avg., 16¾c; 12-14 lbs. avg., 16½c; 14-16 lbs. avg., 16½c; 16-18 lbs. avg., 16½c; 18-20 lbs. avg., 16½c.

**Skinned Hams.**—Green, 14-16 lbs. avg., 17c; 16-18 lbs. avg., 17c; 18-20 lbs. avg., 16½c; 20-22 lbs. avg., 15c; 22-24 lbs. avg., 14c. Sweet pickled, 14-16 lbs. avg., 17c; 16-18 lbs. avg., 17c; 18-20 lbs. avg., 16½c; 20-22 lbs. avg., 15c; 22-24 lbs. avg., 14c.

**Picnic Hams.**—Green, 4-6 lbs. avg., 11½c; 6-8 lbs. avg., 11c; 8-10 lbs. avg., 10½c; 10-12 lbs. avg., 10c. Sweet pickled, 4-6 lbs. avg., 11½c; 6-8 lbs. avg., 11½c; 8-10 lbs. avg., 9½c; 10-12 lbs. avg., 9c.

**CLEAR BELLIES.**—Green, 6-8 lbs. avg., 18c; 8-10 lbs. avg., 17c; 10-12 lbs. avg., 16c; 12-14 lbs. avg., 15¾c; 14-16 lbs. avg., 15½c. Sweet pickled, 6-8 lbs. avg., 20c; 8-10 lbs. avg., 19c; 10-12 lbs. avg., 18c; 12-14 lbs. avg., 17c; 14-16 lbs. avg., 17c.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Nov. 22, 1922.—New York tankage has been rather inactive during the past week. A few sales were made at \$4.40 and 10c and the sellers are all holding at about \$4.50 and 10c and upwards.

All ammoniates such as nitrate of soda, sulphate of ammonia, etc., are firm with a tendency to advance in price.

The large makers of acid phosphate in Baltimore finally came to the conclusion that it was time to stop selling acid phosphate at a loss, and the price was advanced to \$10 per ton, f. o. b., Baltimore for 16 per cent acid phosphate in bulk, and it is stated the price will be advanced still higher.

The stocks of dried fish scrap at Chesapeake Bay have been cleaned out and there is nothing obtainable now excepting resale lots which are being offered at \$4.90 and 10c f. o. b. fish factory.

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending November 18, 1922, with comparisons:

	From	Week ended Nov. 18, 1922.	Week ended Nov. 19, 1921.	to Nov. 18, 1922.
United Kingdom.....	75	22	11	110
Continent.....	235	240	1,540	1,540
So. and Cent. Amer. ....	478	.....	.....	1,150
West Indies.....	1,024	910	240	240
B. N. A. Colonies.....	249	45	.....	.....
Other countries.....	45	.....	.....	.....
Total .....	1,354	1,935	2,818	2,818

	BACON AND HAMS, LBS.	From	Week ended Nov. 18, 1922.	Week Nov. 19, 1921.
United Kingdom.....	9,517,000	7,121,500	25,015,500	25,015,500
Continent.....	4,877,000	2,284,000	9,070,500	9,070,500
So. and Cent. Amer. ....	.....	217,398	.....	.....
West Indies.....	.....	2,324,591	.....	.....
B. N. A. Colonies.....	.....	14,200	.....	.....
Other countries.....	.....	112,510	.....	.....
Total .....	14,394,000	12,075,199	34,080,000	34,080,000

	LARD, LBS.	From	Week ended Nov. 18, 1922.	Week Nov. 19, 1921.
United Kingdom.....	4,076,394	7,991,401	10,008,899	10,008,899
Continent.....	6,958,564	3,521,582	21,678,391	21,678,391
So. and Cent. Amer. ....	.....	107,500	.....	.....
West Indies.....	.....	2,634,393	.....	.....
B. N. A. Colonies.....	.....	10,000	.....	.....
Other countries.....	.....	58,000	.....	.....
Total .....	11,034,958	14,322,876	31,687,290	31,687,290

	RECAPITULATION OF THE WEEK'S EXPORTS.
Pork, Lbs.	Pork, Bacon and Lard, Lbs.
From—	From—
New York .....	330 6,928,000 9,527,958
Philadelphia .....	..... 676,000
New Orleans .....	1,024 ..... 19,000
Montreal .....	..... 6,790,000 1,398,000
Total, week .....	1,354 14,394,000 11,034,958
Previous week .....	204 11,488,500 12,582,117
Two weeks ago .....	1,200 8,203,500 8,070,211
Cor. week, 1921 .....	1,935 12,075,199 14,322,874
Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to Nov. 18, 1922:	from Nov. 1, 1922, to Nov. 18, 1922:
Pork .....	1922. 1921. Increase
Pork .....	207,800 440,000 *232,200
Bacon and hams .....	34,096,000 25,551,199 8,534,801
Lard .....	31,687,290 25,994,194 5,693,096

\*Decrease.

## Packinghouse By-Product Markets

### Blood.

Chicago, November 22, 1922.

The market in blood is very quiet, practically no trading being noted. The last trade in ground blood was at \$4.50. Prices have sagged a little since last week.

Unit ammonia. Ground .....

..... \$4.50@4.65

Crushed and unground. 4.25@4.40

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## COTTON OIL SITUATION ANALYZED.

An analysis of the cottonseed oil situation for the months of August, September and October, 1922, with comparisons for the previous season of 1921-22, based on the federal census reports, taking in the seed, the crude oil and the refined oil statistics, has been prepared by Aspegren & Co., and makes a very interesting study. It is as follows:

## MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received	1922-23.	1921-22.
On hand beginning of season	13,168	99,821	
August	90,931	120,291	
September	680,841	574,970	
October	939,340	949,641	
Total	1,744,280	1,744,723	
	Tons crushed	1922-23.	1921-22.
August	48,816	99,308	
September	332,281	304,298	
October	590,235	607,960	
Total	971,332	1,011,566	
	Increase or decrease	1922-23.	1921-22.
On hand beginning of season	13,168	99,821	
August	+42,115	+21,496	
September	+347,940	+270,169	
October	+367,974	+341,681	
On hand end of month	1922-23.	1921-22.	
August	55,283	120,801	
September	403,223	390,970	
October	771,197	732,651	
Tons. Actual tons.	1922-23.	1921-22.	

†Estimated seed receipts at crude mills, season 1922-23. 3,700,000. 2,918,102. On hand beginning of season... 13,168. 99,821.

Total ..... 3,713,168 3,017,923  
Of which is so far crushed... 971,332 1,011,566  
Destroyed at mills..... 1,751 506  
Seed on hand..... 771,197 732,651  
Seed still to be received..... 1,968,888 1,273,200

771,197 tons seed on hand at 300 lbs. crude oil per ton is equivalent to 231,359,100 lbs. crude oil which at 9 per cent refining loss equals 210,536,781 lbs. refined oil or 526,342 barrels.

1,968,888 tons seed still to be received at 300 lbs. crude oil per ton is equivalent to 390,666,400 lbs. crude oil which at 9 per cent refining loss equals 337,506,424 lbs. refined oil or 1,343,766 barrels.

†Based on last government cotton crop estimate of 10,135,000 bales.

	Pounds produced	1922-23.	1921-22.
On hand beginning of season	3,475,712	8,908,066	
August	13,354,344	29,560,855	
September	98,608,225	92,221,913	
October	178,406,273	184,674,717	
Total	293,844,554	315,365,551	

	Shipments	1922-23.	1921-22.
August	11,100,435	28,766,076	
September	67,171,043	66,514,846	
October	145,645,307	160,601,910	
Total	223,916,785	255,882,852	

Increase or decrease  
—stock on hand  
1922-23. 1921-22.

On hand beginning of season 3,475,712 8,908,066

August ..... +2,253,909 +794,779

September ..... +31,437,182 +25,707,607

October ..... +32,760,966 +24,072,807

On hand end of month 1922-23. 1921-22.

August ..... 5,729,621 9,702,845

September ..... 37,166,803 35,409,912

October ..... 69,927,769 59,482,719

## DISTRIBUTION CRUDE OIL HOLDINGS.

Aug. 1, 1922. Aug. 31, 1922.

Lbs. Lbs.

At mills. 3,475,712 5,729,621

At refineries. 1,041,907 867,431

In transit to refineries and consumers. 2,387,790 3,449,870

Total ..... 6,905,400 10,046,922

Sept. 30, Oct. 31, 1922.

Lbs. Lbs.

At mills. 37,166,803 69,927,769

At refineries. 2,372,552 5,045,141

In transit to refineries and consumers. 15,366,330 21,898,780

Total ..... 54,905,985 96,871,690

96,871,690 lbs. crude oil at 9 per cent refining loss

equals 88,153,238 lbs. refined oil, or 220,383 barrels.

## CONSUMPTION OF CRUDE OIL AS CRUDE OIL.

Oct. 31, 1922. Pounds.

At refineries beginning of season. 1,041,907

In transit beginning of season. 2,387,790

Shipped from crude mills up to last day of month indicated. 223,916,785

Total accountable for. 227,346,482

Used in refining. 189,419,389

Left to account for. 37,927,093

Of which on hand at refineries and in transit. 26,943,921

Disappearance during season up to last day of month indicated. 10,983,172

Of which accountable for by exports of crude oil. Not available

Consumed in U. S. A. as crude. Not available

## CRUSH PER TON.

During August 48,816 tons seed produced 13,354,844 lbs. crude oil, equivalent to 273,586 lbs. per ton, or 13.7 per cent, compared to 14.9 per cent last year.

During September 332,281 tons seed produced 98,608,225 lbs. crude oil, equivalent to 296.8 lbs. per ton, or 14.8 per cent, compared to 13.2 per cent last year.

During October 178,406,273 tons seed produced 178,406,273 lbs. crude oil, equivalent to 302.3 lbs. per ton, or 15.1 per cent, compared to 15.2 per cent last year.

Total—971,332 tons seed produced 290,368,842 lbs. crude oil, equivalent to 298.8 lbs. per ton, or 14.9 per cent, compared to 15.1 per cent last year.

During August 1, 1922, 20,206,070 lbs. crude oil yielded 9,184,778 lbs. refined oil—10.00 per cent loss, compared to 10.34 per cent loss last year.

During September 44,908,162 lbs. crude oil yielded 40,504,348 lbs. refined oil—9.81 per cent loss, compared to 10.24 per cent last year.

During October 134,305,157 lbs. crude oil yielded 124,329,014 lbs. refined oil—7.43 per cent loss, compared to 7.63 per cent loss last year.

Total—189,419,389 lbs. crude oil yielded 174,018,140 lbs. refined oil—8.13 per cent loss, compared to 8.41 per cent loss last year.

## REFINED OIL.

—Pounds produced—  
1922-23. 1921-22.

On hand beginning of season. 163,851,360 228,263,633

August ..... 9,184,778 31,102,108

September ..... 40,504,348 44,995,255

October ..... 124,329,014 123,496,900

Total ..... 337,869,500 427,777,896

Delivered consumers  
1922-23. 1921-22.

August ..... 67,256,966 103,557,935

September ..... 93,308,783 113,382,508

October ..... 119,476,666 93,460,811

Total ..... 280,042,415 310,401,254

Increase or decrease  
—stock on hand—  
1922-23. 1921-22.

On hand beginning of season 163,851,360 228,263,633

August ..... -58,072,189 -72,455,827

September ..... -32,801,439 -68,467,263

October ..... +1,655,348 +18,009,389

On hand end of month 1922-23. 1921-22.

August ..... 105,779,172 155,807,806

September ..... 52,974,737 87,340,553

October ..... 57,827,085 117,376,642

## DISTRIBUTION REFINED OIL HOLDINGS.

Aug. 1, 1922. Aug. 31, 1922.

Pounds. Pounds.

At refineries. 154,039,622 96,827,292

At other places. 4,540,745 5,153,552

In transit from refineries. 5,270,993 3,798,328

Total ..... 163,851,360 105,779,172

Sept. 30, Oct. 31, 1922.

Pounds. Pounds.

At refineries. 42,454,913 45,800,741

At other places. 4,341,570 4,441,482

In transit from refineries. 6,175,254 7,584,862

Total ..... 52,974,737 57,827,085

## AVERAGE REFINING LOSS.

During August 10,206,070 lbs. crude oil yielded 9,184,778 lbs. refined oil—10.00 per cent loss, compared to 10.34 per cent loss last year.

During September 44,908,162 lbs. crude oil yielded 40,504,348 lbs. refined oil—9.81 per cent loss, compared to 10.24 per cent last year.

During October 134,305,157 lbs. crude oil yielded 124,329,014 lbs. refined oil—7.43 per cent loss, compared to 7.63 per cent loss last year.

Total—189,419,389 lbs. crude oil yielded 174,018,140 lbs. refined oil—8.13 per cent loss, compared to 8.41 per cent loss last year.

## SHIPMENTS OF REFINED OIL.

—Export pounds—  
1922-23. (Note)

August ..... 1,679,265 4,688,123

September ..... 3,531,337 6,535,315

October ..... Not available 8,450,879

Total ..... Not available 19,921,317

—Domestic pounds—  
1922-23. 1921-22.

August ..... 65,577,701 98,869,512

September ..... 89,777,426 107,029,193

October ..... Not available 85,009,932

Total ..... Not available 290,908,937

—Total pounds—  
1922-23. 1921-22.

August ..... 67,256,966 103,557,935

September ..... 93,308,783 113,382,508

October ..... 119,476,666 93,460,811

Total ..... 280,042,415 310,401,254

NOTE—In regard to exports, the government did not start separating crude oil exports from refined oil exports until January 1, 1922. In view of the fact that the duty on refined oil to Canada is practically prohibitory we can safely assume that all shipments to Canada have been of crude oil, and in compiling our figures of exports for the periods prior to January 1, 1922, we have taken the official figures of the exports to Canada as being crude oil and include refined oil, and separated crude oil and refined oil exports accordingly. From January 1, 1922, on, the government, as stated above, separates them, and our figures are the official ones.

## REFINED OIL.

(Summary in Barrels of 400 Pounds.)

—Produced—  
1922-23. 1921-22.

Old crop stock ..... 409,628 570,659

August ..... 22,962 77,755

September ..... 101,261 112,288

October ..... 310,823 308,742

Total ..... 844,674 1,069,444

—Consumed—  
1922-23. 1921-22.

August ..... 168,142 258,895

September ..... 235,273 283,456

October ..... 298,692 233,652

Total ..... 700,106 776,003

—On hand—  
1922-23. 1921-22.

August ..... 22,962 77,755

September ..... 264,448 389,519

October ..... 132,437 218,351

144,568 203,441

1922-23. 1921-22.

Seed on hand will produce. 526,342 522,380

Crude oil on hand will produce. 220,383 236,159

Seed still to be received will produce. 1,343,766 907,792

Total ..... 2,235,059 1,950,772

Less approximate minimum carry-over for end season Aug. 1, 1923 600,000 1,434,325

Available for coming 9 months. 1,635,076 1,525,447

Monthly average consumption for first 3 months. 1,233,369 1,258,338

Monthly average consumption for last 9 months. 1,181,673 1,164,779

Monthly average consumption for all 12 months. 1,194,597 1,198,251

†Actual.  
‡Available.

\*Includes 1,041,907 and 5,045,141 pounds held by refining and manufacturing establishments and 2,387,790 and 21,898,780 pounds in transit to refiners and consumers Aug. 1, 1922, and Oct. 31, 1922, respectively.

†Includes 4,540,745 and 4,441,482 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,270,993 and 7,584,862 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1, 1922, and Oct. 31, 1922, respectively.

‡Produced from 189,419,389 pounds crude oil.

Exports of cottonseed products for three months ending October 31: Oil, 1922, not available; 1921, 25,066,229 pounds. Cake and meal, 1922, not available; 1921, 90,378 tons. Linters, 1922, not available; 1921, 25,064 running bales.

## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Smaller—Price Fluctuations Limited—Crude Easier—Government Report Bullish—Present Cash Demand Limited—Cotton Crop Uncertain.

The feature of the cottonseed oil market on the New York Produce Exchange the past week was the falling off in activity, much narrower price fluctuations, with both sides standing by and awaiting developments. On small bulges there was increased selling pressure, but on small breaks buying power improved, and the market looked as though it was deadlocked. The fact that prices did not respond to the bullish government report came in for much comment, but at the same time, everything considered, the market held very firmly, and there was at no time any particular pressure on the list. The local element continued divided in opinion, and were operating on both sides, following the numerous ups and downs in cotton, and influenced somewhat by the firmness in lard, notwithstanding a much heavier hog run.

#### Small Cash Trade Volume.

In refining quarters cash trade was reported decidedly less active, both for oil and compound, although the demand for

winter oil continued to apparently exceed the supply. In most quarters the disposition was to look for limited fluctuations until the November was out of the way. But the feeling that the market has discounted the bullish features of the situation was gradually growing, and a great many felt that the next important move would be downwards, possibly to 9½ or 9c for March.

There has been quite a little buying of December and selling of March and May, on the belief that the short interest in the December position would result in a narrowing of the differences, with not a few looking for December to cross March.

The efforts of refining interests who are short of November, to settle with the longs, did not materialize, and as a result preparations were made for delivering the oil. Up to Wednesday some 19,800 bbls. had been delivered on November contracts, while it was reported that 3,200 bbls. were being certified for delivery, and that another 3,000 bbls. were on their way to New York and due here Friday for delivery, Saturday of this week being last November tender day, and Monday next, first December delivery day. The leading November shorts are credited with being short of December heavily, and some of the well-informed predict that some 20,000 to 25,000 bbls. will be delivered during December on contracts. The oil delivered on November prime summer yellow contracts

was about the best oil ever delivered, it was said, local authorities stating that it came very near being butter-oil. The longs in the market do not look for such heavy deliveries on December contracts, and are calculating on covering creating relative strength in nearby positions.

#### Crude Oil Offered Freely.

Crude oil was offered more freely the past week, and was easier, with sales everywhere at 8½c, some very small sales at 8½c, with the latter market 8½c bid in the southeast, 8½@8½c in the Valley and 8½@8½c in Texas.

The heavy hog movement had little or no influence on lard, due to the fact that the continental lard demand had been quite extensive the last three or four weeks, it is disclosed, and owing to the limited stocks of lard everywhere. United States cold storage holdings of lard on November 1, according to the Department of Agriculture, were 36,737,000 lbs., against 75,338,000 on October 1, 48,850,000 lbs. a year ago on November 1, and compared with a five-year November 1 average of 55,087,000 lbs.

The high levels for corn compared with recent months and with a year ago, and a better car supply in the West, have started hogs to market rather freely so that a rapid building up of stocks of lard in the near future is more than a possibility, but with supplies light at present, there is no incentive for the packer to

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IN  
PRINCIPAL EASTERN CITIES



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The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.  
The International Vegetable Oil Co., Savannah, Ga.

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BY THE USE OF **SUPER FILTCHAR**

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**INDUSTRIAL CHEMICAL CO., Sole Manufacturers**  
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hold the market, as many in the trade see it.

**Reports Big Disappearance.**

The government report showed a disappearance of approximately 299,000 bbls. in October, equaling the most optimistic estimates and exceeding the average ideas, compared with 234,000 bbls. in September, and 242,000 bbls. in October last year. The total domestic and export consumption for the three months, however, was about 74,000 bbls. less than for the three months last year, while the visible supply of oil in the shape of seed, crude and refined on November 1 was slightly more than 900,000 bbls., compared with 535,000 bbls. the previous month, and about 1,017,000 bbls. on November 1 last year.

In other words, at the outset of the season the stocks of oil were 300,000 bbls. or more less than they were at the beginning of the previous season, while on November 1 they were only 117,000 bbls. less, and by December 1 are expected to be above last year's December totals. In some quarters the November consumption is estimated at 250,000 bbls. With cotton ginnings of 8,870,000 bales to November 14 compared with 7,274,000 bales last year, the trade was satisfied that the cotton crop would turn out between nine and one-half and ten million bales, and that there was no prospect, or at least little prospect, of any oil shortage this season.

**COTTONSEED OIL.**—Market transactions:

**Thursday, November 16, 1922.**

	Range				Closing
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	950 a	965
Nov.	.....	.....	.....	950 a	965
Dec.	2400	965	957	957 a	962
Jan.	3900	983	976	976 a	978
Feb.	100	990	990	986 a	992
Mch.	12300	1009	1000	1001 a	1003
Apr.	100	1013	1013	1007 a	1015
May	7300	1028	1017	1017 a	1020
June	.....	.....	.....	1020	1030

Total sales, including switches, 26,100  
Prime Crude S. E. 850 sales.

**Friday, November 17, 1922.**

	Range				Closing
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	940 a	1000
Nov.	.....	.....	.....	945 a	960
Dec.	900	958	945	948 a	950
Jan.	1	979	961	972 a	974
Feb.	.....	972	972	981 a	990
Mch.	6300	1000	991	997 a	999
Apr.	3900	1015	1009	1014 a	1015
May	100	1024	1024	1015 a	1024

Total sales, including switches, 14,400  
Prime Crude S. E. 850 asked.

**Saturday, November 18, 1922.**

	Range				Closing
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	950 a	965
Nov.	.....	.....	.....	950 a	964
Dec.	.....	.....	.....	947 a	950
Jan.	500	971	970	970 a	971
Feb.	.....	.....	.....	980 a	987
Mch.	1500	999	995	995 a	996
Apr.	.....	.....	.....	1000 a	1007
May	1300	1014	1012	1008 a	1010
June	.....	.....	.....	1013 a	1018

Total sales, including switches, 3,300  
Prime Crude S. E. 850 asked.

**Monday, November 20, 1922.**

	Range				Closing
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	940 a	975
Nov.	.....	.....	.....	940 a	950
Dec.	4700	940	933	940 a	941
Jan.	2700	955	950	951 a	953
Feb.	300	970	970	960 a	970
Mch.	6700	987	973	975 a	976
Apr.	.....	.....	.....	980 a	988
May	14000	1004	988	989 a	990
June	.....	.....	.....	990 a	999

Total sales, including switches, 31,800  
Prime Crude S. E. 812½—850.

**Tuesday, November 21, 1922.**

	Range				Closing
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	950 a	975
Nov.	100	955	955	950 a	975
Dec.	1700	945	935	943 a	945
Jan.	1200	960	955	957 a	958
Feb.	.....	.....	.....	968 a	972
Mch.	4100	985	975	980 a	982
Apr.	.....	.....	.....	980 a	992
May	3400	999	992	995 a	996
June	.....	.....	.....	995 a	1006

Total sales, including switches, 10,900  
Prime Crude S. E. 825 sales.

**Wednesday, November 22, 1922.**

	Range				Closing
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	950 a	985
Nov.	300	960	960	950 a	980
Dec.	600	945	943	940 a	943
Jan.	700	960	958	956 a	960
Feb.	.....	.....	.....	967 a	974
Mch.	3500	985	979	980 a	982
Apr.	.....	.....	.....	987 a	991
May	2100	998	995	994 a	997
June	100	1000	1000	999 a	1005

Total sales, including switches, 8,100  
Prime Crude S. E. 825 sales.

**Thursday, November 23, 1922.**

Closed 2@8 points net higher. Sales, 10,200 bbls. Tenders, 2,000 bbls. Prime crude, 8.25c; prime summer yellow spot,

9.50@9.87c; December, 9.42c; March, 9.87c; May, 10.02c, all bid.

**SEE PAGE 39 FOR LATER MARKETS.**

**COCOANUT OIL.**—The market was quiet but firm, with nothing particularly new in the situation. Demand was reported fair and offerings well held. Copra, Manila sun-dried c. i. f. coast was 4½c bid and 4½@4½c asked. At New York Ceylon type oil in barrels was quoted at 8%@8¾c; tanks, coast, 7½@7¾c; Cochin type, barrels, 9@9¼c; tanks, 8½c; edible, barrels, New York, 9¾@10¼c.

**SOYA BEAN OIL.**—The market was steady, but trade was inactive; crude, c. i. f. coast, was quoted in the neighborhood of 6½c. At New York crude in barrels was 10@10¼c; blown, 11@11¼c; Pacific coast, tanks, 9c, and deodorized, New York, nominal.

**PEANUT OIL.**—There is practically no market in domestic crude peanut oil at the market, and the market remains nominal, while the same is true of refined oil, with stocks limited. At New York crude in barrels was nominal; tanks f. o. b. mills, 10@12c; refined, barrels, New York, 13½@13¾c.

**CORN OIL.**—The market is firm, with a fair demand and influenced somewhat by the steadiness in crude cotton oil. At New York crude corn oil in barrels was quoted at 10¼c; tanks, Chicago, 8½c; refined, barrels, New York, 11¾@12c; cases, 11¾c.

**PALM OIL.**—The market has been very firm with limited offerings for nearby and influenced by the holding tendency in tallow. Offerings of November-December-January shipment Lagos from Africa at 7.20c c. i. f. were reported. At New York Lagos spot was 7½c; shipment, 7½@7¾c, and Niger, casks, 6¾@7c.

**PALM KERNEL OIL.**—The market continued firm with the strength abroad and the firmness in cocoanut oil, with imports at New York 7¾@7¾c.

**COTTONSEED OIL.**—Prime summer yellow, spot, barrels, New York, 10c; bleachable f. o. b. mills, 9c; southeast crude, 8½c; Valley, 8½@8¾c, and Texas, 8½@8¾c.

Are you taking advantage of the service available on the "Practical Points for the Trade" page? Refer all questions on any feature of packinghouse practice to this department.

**The Procter & Gamble Co.**  
Refiners of all Grades of  
**COTTONSEED OIL**

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Venus, Prime Summer White  
Jersey Butter Oil  
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**BROKERS EXCLUSIVELY**  
**VEGETABLE OILS**  
In Barrels or Tanks  
**Hardened Edible Cocoanut Oil**  
**COTTON OIL FUTURES**  
On the New York Produce Exchange

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Union Choice Butter Oil  
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Sun Prime Summer Yellow

**OTHER OILS**

Refined deodorized  
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Peanut  
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**REFINERS****MILL PRODUCTS**

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Cottonseed Cake  
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Fairbank's  
**SHORTENINGS**

Boar's Head  
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65 Broadway, New York

Cable Address "AMCOTOIL"

**SOUTHERN MARKETS.****New Orleans.**

(Special Wire to The National Provisioner.)  
New Orleans, La., Nov. 23, 1922.—Crude cottonseed oil was weak at 8½ cents bid and 8¼ cents asked, offerings increasing. Refined cottonseed oil was dull. Meal 7 per cent was quoted at \$42.00; 8 per cent at \$45.00. Loose hulls are \$13.50 and sacked \$16.00 f. o. b. interior points.

**Memphis.**

(Special Wire to The National Provisioner.)  
Memphis, Tenn., Nov. 23, 1922.—Crude cottonseed oil was very dull this week. There were a few sales at 8¼ cents in the Valley. Forty-three per cent protein meal was quoted at \$48.00 Memphis. A large quantity of loose hulls sold here this week at \$14.00.

**SEPTEMBER MARGARIN STATISTICS.**

The quantity of margarin manufactured in September, 1922, compared with a year ago, as shown in the figures given below. These are the figures of actual production as reported by margarin manufacturers to the U. S. Department of Agriculture. The reports of the Bureau of Internal Revenue are estimates based on the value of stamps sold during the month:

**UNCOLORED MARGARIN.**

	September, 1921.	September, 1922.
Pounds.	Pounds.	Pounds.
Exclusively animal	53,334	53,334
Exclusively vegetable	7,132,029	5,360,975
Animal and vegetable	9,902,139	8,321,756

**COLORED MARGARIN.**

	127,231	94,128
Exclusively animal	127,231	94,128
Exclusively vegetable	444,715	387,631
Total	17,606,114	14,197,844

**BUTTER MAKERS EAT MARGARINE.**

Denmark, one of the most important butter producing countries in the world, is curiously enough also the home of a great vegetable margarine industry producing in 1921 over 61,400 tons, says Assistant Trade Commissioner Sorensen, Copenhagen, in a report to the Department of Commerce. The explanation of this paradox is probably the excellence of quality of both products. In case of butter, the demand tends to make the price so great as to be prohibitive as far as the average Danish consumer is concerned, while the excellent quality of the margarine produced by the home industry offers an easy means of escape from paying the exorbitant price that the Danish butter brings all over the world.

**MILL PRODUCTS**

Fairbank's  
**SOAPS**

Toilet and Laundry  
Gold Dust Washing Powder

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**Gorman-Brown Engineering Corporation**

Specializing in the erection and equipment of

**Packing Houses****Vegetable Oil Refineries****Preserved Food Plants**

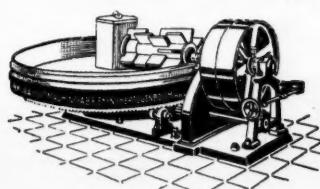
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**GRASSO'S****"Original Holland" Margarine Machinery**

Sold in America only by the

**A. H. BARBER CREAMERY  
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316 W. Austin Ave. CHICAGO, ILL.

The margarine industry has grown up chiefly as a supplier of the domestic market, as very little margarine is exported. However, an entire Danish margarine manufacturing plant has recently been moved bodily to Riga, Latvia, from which it is proposed to supply the Baltic and Russian markets.

**CHEMICALS AND SOAP SUPPLIES.**

(Special Letter to The National Provisioner.)  
New York, November 22, 1922.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, 3¾@4c lb.; 98 per cent powdered caustic soda, 4¾@4½c lb.; 58 per cent carbonate of soda, 2@2½c lb.

Clarified palm oil in casks of 2,000 lbs.,

7½@8c lb.; commercial yellow olive oil, \$1.20 gal.; olive oil foots, 9½c lb.; East India Cochin cocoanut oil, 13c lb., duty paid; Cochin grade cocoanut oil, domestic, 10c lb.; Ceylon grade cocoanut oil, 9@9½c lb.

Prime summer yellow cottonseed oil, 10½@11c lb.; soya bean oil, 10½@11c lb.; domestic linseed oil, 87c gal.; corn oil, nominal, 10½@10½c lb.; peanut oil, in barrels, New York, deodorized, 13%@14c lb.; peanut oil in tanks, f.o.b. mills, 12c lb.

Prime city tallow, special, 7½c lb.; prime city tallow, extra, 8c lb.; dynamite glycerine, nominal, 17½c lb.; saponified glycerine, nominal, 12½@12½c lb.; crude soap glycerine, nominal, 11@11½c lb.; chemically pure glycerine, nominal, 18½c lb.; prime packers' grease, nominal, 7½c lb.



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## Terms of Sale—

Down-payment of 5 per cent.

Additional cash payment of 15 per cent when sale contract is executed.

Balance may be paid in equal annual or semi-annual installments, with interest at 5 per cent per annum, **within eight years** from date of sale.

Deed to be delivered by the Government when purchase price and interest are paid in full.

All payments cash, or certified check. Possession given upon execution of sale contract, which shall be within one week after acceptance of bid.

Property to be sold "as is" and "where is."

The Government reserves the right to reject any or all bids.



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Gerth's Realty Experts, Auctioneers,  
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W A R D E P A

# Find your Industrial Home!

*(The Government will finance 80% of the purchase price)*

ON December 7, at 2:30 p. m., the War Department will offer at auction all the land and buildings comprising the Symington Gun Plant.

The auction will take place on the premises of the plant, 7400 South Ashland Ave., Chicago, Ill.

The real estate comprises 47.4 acres located between 73rd and 74th streets on the north; the Chicago Belt Line Ry. on the south; S. Ashland Ave. on the east, and the P. C. C. & St. L. Ry. on the west.

The improvements are as follows:

**Forge Shop**, steel and brick; sand and gravel roof; steel sash; 425 ft. x 375 ft.; contains seven 10-ton and two 25-ton cranes.

**Cooling Room**, steel and brick; 240 ft. x 275 ft.; contains three 10-ton cranes.

**Machine Shop**, steel and brick; 1222 ft. x 250 ft.; contains two 5000-gal.

tanks, suitable for gasoline, equipped with pumps.

**Building "O,"** steel and tile; 433 ft. x 151 ft.; contains three 20-ton cranes.

**Building "P,"** steel and brick; 380 ft. x 169 ft.; contains one 10-ton crane.

**Power Plant Bldg.,** steel and brick; 302 ft. x 55 ft.; contains four 150-h. p. boilers with smokeless furnaces, connected to 175-ft. brick stack.

**Office Building,** brick; 60 ft. x 215 ft.; three floors.

**Water Tank Tower,** with two tanks; one, 24 ft. x 36 ft., the other 18 ft. x 12 ft.

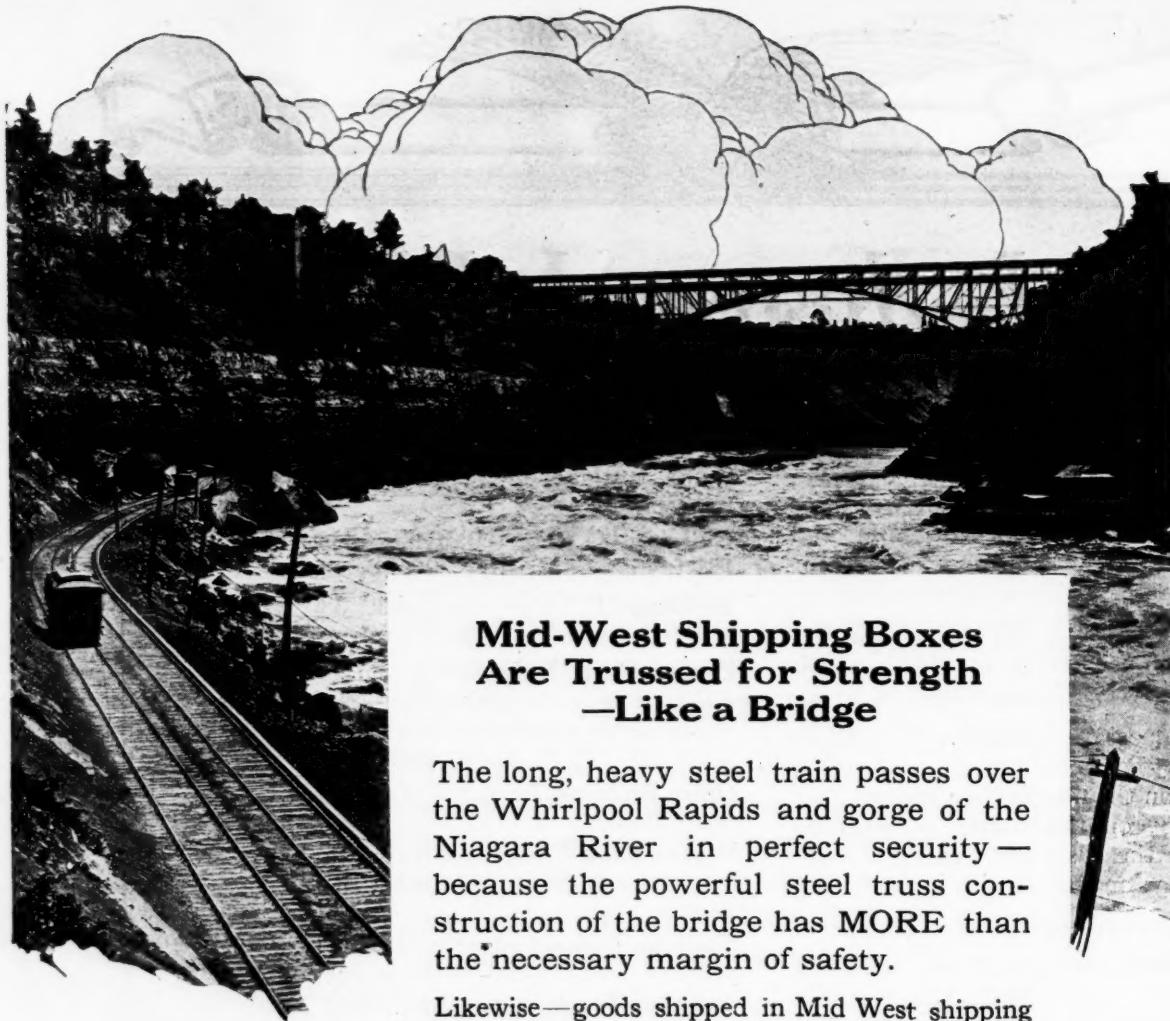
**Storage Tanks**, concrete, sunken; capacity of each, 1,000,000 gals. fuel oil.

**Railroad Track**, approximately 21,347 ft.; serves all buildings and connects with Belt Line railway; also 200,000-lb. track scale.

Plant will be offered for sale as an entirety, and also as two parcels, separated by S. Robey street, which runs north and south through the property.

SYMINGTON ORDNANCE PLANT  
CHICAGO

# APARTMENT



### Mid-West Shipping Boxes Are Trussed for Strength —Like a Bridge

The long, heavy steel train passes over the Whirlpool Rapids and gorge of the Niagara River in perfect security—because the powerful steel truss construction of the bridge has MORE than the necessary margin of safety.

Likewise—goods shipped in Mid-West shipping boxes, *whatever their nature*, are AMPLY protected by the truss construction of the high, strong, resilient corrugations of the fibreboard from which these containers are made. Scientifically designed—30% to 70% more protection by test—the reason why hundreds of the world's leading industries ship in Mid-West "perfect package" shipping boxes.



May we not help you—we can satisfy your shipping package needs exactly. Our skilled package designers will help you with models or suggestions. Write for FREE "Perfect Package" Data Sheet that has saved big shippers thousands of dollars.

#### THREE DISTINCTIVE MID-WEST FEATURES

##### 1 *Waterproof Container:*

For every occasion requiring complete protection against moisture or wet conditions.

##### 2 *Triple Tape Corners:*

A strong reinforcement which prevents tapes from splitting and peeling.

##### 3 *Offset Score:*

Insures a positive tight closing contact of end flaps.

# MID-WEST BOX COMPANY

#### GENERAL OFFICES

18th FLOOR CONWAY BUILDING  
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Corrugated Fibreboard Products  
Solid Fibreboard



#### FACTORIES

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KOKOMO, INDIANA  
CHICAGO  
CLEVELAND, OHIO  
FAIRMONT, W. VA.

## THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

## Provisions.

Hog products were featured late in the week by the strength in lard. Notwithstanding the heavy hog movement, commission houses were persistent buyers influenced by the strong cash lard situation and limited stocks, good cash demand and firmness abroad. Large hog receipts were readily taken and hog prices are somewhat firmer while the movement is expected to remain liberal. Buying lard against sale of cotton oil continues and Eastern lard sentiment is friendly.

## Cottonseed Oil.

Cottonseed oil was more active and stronger with renewed commission house buying following the upturn in lard, cotton and grains, with no pressure of actual oil on the market and influenced partly by governmental efforts to aid farmers. Cash demand is small at the moment, the South holding crude oil for 8½ cents.

Quotations on cottonseed oil at Friday noon were: December, \$9.52@9.55; January, \$9.74@9.76; March, \$9.97; May, \$10.12 @10.15.

## Tallow.

Special loose, 8½¢ asked. About two million pounds of tallow sold late Thursday to soapmakers at 7½¢, a break of half a cent from recent sales.

## Oleo Stearine.

Sales, 10½¢ bid; extra oleo oil, 14½¢.

## FRIDAY'S GENERAL MARKETS.

New York, November 24, 1922.—Spot lard at New York, prime western, \$12.20@12.30; Middle West, \$12.40; city steam, \$12.50; refined, continent, \$13.25; South American, \$13.50; Brazil, kegs, \$14.50; compound, \$11.50@11.75.

## Liverpool Provision Markets.

Liverpool, November 24, 1922.—(By Cable.)—Quotations today: Shoulders, square, 92s (\$20.70); shoulders, picnics, 74s (\$16.65); hams, long cut, 96s (\$21.60); hams, American cut, 103s (\$23.17); bacon, Cumberland cut, 100s (\$22.50); bacon, short backs, 99s (\$22.26); bacon, Wiltshire, 100s (\$22.50); bellies, clear, 97s (\$21.82); Australian tallow, 39s to 42s (\$8.88@9.45); spot lard, 76s 6d (\$22.26).

## HULL OIL MARKET.

Hull, England, November 24, 1922.—(By Cable).—Refined cottonseed oil, 39s 6d (\$8.82); crude cottonseed oil, 35s 6d (\$7.80).

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to November 24, 1922, shows exports from that country were as follows: To England, 100,264 quarters; to the Continent, 2,462; to other ports, none. Exports for the previous week were as follows: To England, 87,786 quarters; to the Continent, 13,009 quarters; to other ports, none.

## FOREIGN EXCHANGE SITUATION.

Editor's Note: This statement is prepared weekly by the Institute of American Meat Packers from information obtained from the Merchants Loan & Trust Company, Chicago, Ill.

Monetary	Par value in	Value on	November 23.
Country, unit.	U. S. money.		
Austria—Krone	\$ .203	.000014	
Belgium—Franc	.193	.0678	
Czechoslovakia—Krone	*	.0317	
Denmark—Krone	.268	.2925	
Finland—Finnmark	.193	.0260	
France—Franc	.193	.0729	
Germany—Mark	.238	.000175	
Great Britain—Pound	4.866	.450	
Greece—Drachma	.193	.0155	
Italy—Lira	.193	.0473	
Japan—Yen	.498	.4825	
Jugo-Slavia—Krone	*	.0039	
Netherlands—Florin	.402	.3940	
New Zealand—Krone	.268	.1824	
Poland—Polish Mark	*	.000065	
Roumania—Leu	.193	.0666	
Russia—Rouble	.515	.....	
Serbia—Dinar	.103	.0154	
Spain—Peseta	.193	.1531	
Sweden—Krona	.268	.2680	
Switzerland—Franc	.193	.1859	
Turkey—Turkish Pound	4.40	.....	

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

## THE NATIONAL PROVISIONER

## MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending November 18, 1922, with comparisons as follows:

Western dressed meats:	Week ending Nov. 18.	Week ending Nov. 11.
Steers, carcasses	8,072	8,034
Cows, carcasses	816½	855
Bulls, carcasses	224	112
Veal, carcasses	13,375	13,720
Lamb, carcasses	17,550	17,394
Mutton, carcasses	8,756	111
Beef cuts, lbs.	148,419	162,151
Pork cuts, lbs.	1,453,184	1,480,450

## Local slaughter, Federal inspection:

Cattle	9,783	9,432
Calves	11,260	10,500
Hogs	54,178	54,408
Sheep	47,689	35,253

## MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending November 18, 1922, with comparisons:

Western dressed meats:	Week ending Nov. 18.	Week ending Nov. 11.
Steers, carcasses	2,503	2,159
Cows, carcasses	1,895	1,765
Bulls, carcasses	6	28
Veal, carcasses	1,490	1,122
Lamb, carcasses	9,525	10,536
Mutton, carcasses	1,140	1,234
Pork, lbs.	262,972	247,006

## Local slaughter:

Cattle, carcasses	2,192	2,567
Calves, carcasses	2,594	2,407
Hogs, carcasses	20,651	14,247
Sheep, carcasses	6,741	7,252

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending November 18, 1922, with comparisons:

Western dressed meats:	Week ending Nov. 18.	Week ending Nov. 11.
Steers, carcasses	2,773	3,078
Cows, carcasses	755	533
Bulls, carcasses	292	67
Veal, carcasses	1,887	2,653
Lamb, carcasses	5,700	7,472
Mutton, carcasses	2,183	3,041
Pork, lbs.	408,340	369,916

## Local slaughter:

Cattle	2,194	2,439
Calves	2,435	1,784
Hogs	22,475	21,117
Sheep	5,832	4,197

## CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending November 16, 1922, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

Sales	Week ending Nov. 16, 1921.	Top price	select bacon	Week ending Nov. 9.
Toronto (U. S. Y.)	9,370	11,332	\$12.65	\$12.10
Montreal (Pt. St. Chs.)	2,294	3,331	12.00	9.35
Montreal (E. End)	1,724	2,724	331	12.00
Winnipeg	4,637	2,985	4,670	11.00
Calgary	1,484	1,359	1,724	9.62
Edmonton	3,204	1,169	2,751	10.55
Prince Albert	...	...	...	7.75
Moose Jaw	...	...	...	...
Total	22,650	22,900	17,027	

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, November 23, 1922, with comparisons, are reported to the National Provisioner as follows:

Week ending Nov. 23.	Cor.	Previous week, Nov. 22.
Armour & Co.	10,100	16,200
Anglo-Amer. Prov. Co.	5,900	11,200
Swift & Co.	15,300	15,200
G. H. Hammond & Co.	9,200	9,900
Morris & Co.	23,000	17,100
Wilson & Co.	13,300	14,900
Boyd-Lunham & Co.	9,700	8,600
Western Pkg. & Prov. Co.	16,500	15,600
Roberts & Oak	8,100	6,900
Miller & Hart	7,800	6,400
Independent Packing Co.	9,300	8,100
Brennan Packing Co.	5,600	4,000
Wm. Davies Co.	5,600	4,000
Agaard Packing Co.	3,400	2,600
Others	13,500	12,800
Total	157,900	156,800
		103,570

## RECEIPTS AT CENTERS.

## SATURDAY, NOVEMBER 18, 1922.

Cattle.	Hogs.	Sheep.
Chicago	3,000	8,000
Kansas City	1,000	4,500
Omaha	200	6,500
St. Louis	500	10,000
St. Joseph	300	5,000
Sioux City	4,000	2,000
St. Paul	13,000	17,000
Oklahoma City	1,000	6,000
Fort Worth	2,000	1,000
Milwaukee	300	1,000
Denver	1,000	2,200
Wichita	100	900
Indianapolis	400	1,000
Pittsburgh	3,000	7,000
Cincinnati	800	2,000
Buffalo	200	2,500
Cleveland	200	2,000
Nashville, Tenn.	200	1,800
Toronto	500	300

## MONDAY, NOVEMBER 20, 1922.

Cattle.	Hogs.	Sheep.
Chicago	52,000	53,000
Kansas City	25,000	14,000
Omaha	13,000	10,000
St. Louis	6,000	19,000
St. Joseph	3,000	7,000
Sioux City	4,000	2,000
St. Paul	13,000	17,000
Oklahoma City	1,000	18,000
Fort Worth	3,000	1,000
Milwaukee	300	1,000
Denver	4,100	1,500
Louisville	300	1,800
Wichita	900	2,200
Indianapolis	400	1,300
Pittsburgh	200	1,500
Cincinnati	500	2,000
Buffalo	200	2,500
Cleveland	200	2,500
Nashville, Tenn.	200	2,200
Toronto	400	900

## TUESDAY, NOVEMBER 21, 1922.

Cattle.	Hogs.	Sheep.
Chicago	16,000	27,000
Kansas City	10,000	15,000
Omaha	6,500	10,000
St. Louis	4,000	15,500
St. Joseph	2,000	9,500
Sioux City	2,000	4,000
St. Paul	3,000	14,000
Oklahoma City	2,000	7,000
Fort Worth	5,000	19,000
Milwaukee	300	1,000
Denver	4,700	2,500
Louisville	300	1,400
Wichita	900	2,200
Indianapolis	1,000	13,000
Pittsburgh	100	3,000
Cincinnati	600	6,200
Buffalo	200	2,500
Cleveland	300	4,500
Nashville, Tenn.	300	2,200
Toronto	1,600	1,500

## WEDNESDAY, NOVEMBER 22, 1922.

Cattle.	Hogs.	Sheep.
Chicago	16,000	27,000
Kansas City	10,000	15,000
Omaha	6,500	10,000
St. Louis	4,000	15,500

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 Union Stock Yards, Montgomery, Ala.

KENNETT, COLINA & CO.  
 Union Stock Yards, Cincinnati, Ohio

KENNETT, SPARKS & CO.  
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 References: Dun and Bradstreet

**Hog Buyers  
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**WALKER-WATKINS**  
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— References —  
 National Stock Yards National Bank  
 Drovers National Bank

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 of  
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Stock Yards Station OMAHA, NEB.  
 References: Live Stock, National Bank

**JOHN HARVEY & CO.**  
 Order Buyers

**Cattle Exclusively**

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 SIOUX CITY, Iowa

References:  
 Live Stock National Bank Omaha  
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#### SUSPENDS PROPOSED CORN ADVANCE

Proposed advances in the price of corn by the Union Stockyards and Transit Company at Chicago and the Milwaukee Stock Yards Company have been suspended by order of Secretary of Agriculture Wallace for a period of thirty days in order to allow for a hearing in regard to the reasonableness of the new rates to be held before the Packers' and Stockyards' administration.

The new charge as proposed at Chicago would have become effective on November 21, and provided for a charge of \$1.25 a bushel, an advance of 15 cents over the present charge. The period of suspension is for thirty days with the hearing scheduled for December 14. The proposed increase at Milwaukee was identical with that at Chicago. The Milwaukee hearing is scheduled for December 28.

In both cases the order of Secretary Wallace pointed out that the new charges appeared to be unreasonable.

#### RUMANIAN LIVESTOCK

The number of livestock in Rumania in 1921, compared with 1920, is reported as follows:

	1920.	1921.
Cattle	4,730,000	5,521,000
Buffaloes	146,000	200,000
Swine	2,514,000	3,089,000
Sheep	8,690,000	11,195,000
Goats	500,000	574,000

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Union Stock Yards, Chicago, Nov. 23.

In the cattle trade short fed beef steers and lower grade western grassers featured by arriving in liberal supplies and by selling unevenly lower. The decline was largely 25 to 50c, mostly 50c on native steers of value to sell under \$10.00, and western grassers turning below \$6.00. Hog prices scurried about 40c lower. At the low time top butchers at \$7.85 were 15c below the previous low spot of the year, paid early in January. Tobogganing prices broadened shipping outlet, and today's market reflected strength with the top at \$7.95. Although fat lambs have been offered more freely than corresponding period a week earlier, values closed strong to 10c higher. At the same time fat yearlings and heavy sheep suffered a rather severe price loss. Finishers wanted all kinds of material, buying stocker and feeder steers rather generously at \$5.75 to \$6.50 mostly, and feeder lambs at \$13.75 to \$14.00. A string of 58 to 62-lb. western feeding lambs featured by going out for further development at \$14.50. Shippers absorbed around 13,000 hogs today, indicating broad outlet at prevailing prices.

Majority of short fed steers, the kinds that were marketed in liberal numbers, sold at \$7.50 to \$9.50. Relatively few were eligible to bring more than \$11.50. Demand was active for highly finished beef steers, however, and a load of 1,417-lb. averages commanded \$13.50 or within 10c of the year's high time. Much unevenness was apparent on short feds and some steers averaging over 1,300 lbs. sold downward to \$7.25, with some plainly bred 1,200-lb. kinds going for slaughter downward to \$6.00. On Monday and Tuesday native beef steers averaged \$8.89 and \$8.71 respectively, the lowest since late in June. The price spread in fat steers was widest of the year. Western grassers continued to arrive rather liberally considering the lateness of the season.

Better grades of beef cows and heifers were in fairly active demand and, fluctuating within narrow price levels, closed steady to strong. A few desirable Kosher cows and heifers sold above \$7.50 and \$8.00 respectively, but most beef cows were of value to sell at \$3.75 to \$5.00, and most heifers eligible to \$5.50 to \$7.00, some yearling heifers making \$8.65 and better. Practically all interests wanted canners, healthy descriptions of which sold mostly at \$2.85 to \$3.00, some upward to \$3.10. Bulls declined about 15c, best bolognas at the close stopping around \$4.40. Veal calf prices declined 75c to \$1.00, packers today absorbing bulk of the best kinds at \$8.00 to \$8.50, although a few sold higher on shipping account. The approaching holiday season, when demand for poultry is broad, exerted an adverse influence on vealers as on other classes of livestock.

Most 170 to 210-lb. hogs today sold rather actively at \$7.65 to \$7.75, while bulk of the 225 to 300-lb. butchers turned at \$7.80 to \$7.90. Some light lights cashed upward to the latter price figure. As prices assumed lower levels, bulk of the packing sows turned at \$7.00 to \$7.25, plain heavy rough kinds dropping to \$6.85. Corresponding week a year ago hogs topped at \$7.15, and the average cost for that period was \$6.79, the lowest at that time in two years. When top prices fell below \$8.00 this week, top values reverted back to last December. Stocks of lard and frozen pork in storage showed a liberal reduction during October. Export demand, especially for lard, continued broad, 15,176,000 lbs. of lard being exported last week as contrasted with 10,521,000 a week earlier. During the last month approximately 72,650,000 lbs. of lard has been taken on foreign account.

Native and fed western lambs comprised bulk of the ovine offerings. Dwindling re-

ceipts of western were largely in feeder flesh, although packers sorted off a few lots of the best westerns at \$13.00 to \$14.00, mostly the latter. With the advent of the holiday season, packers were rather bearish, but eastern shippers and city butchers contributed an active trend, the latter interests paying upward to \$14.90 for natives at the week's high time. Bulk of fat lambs sold at \$14.25 to \$14.60. Wool values continued firm and shorn lambs were offered rather freely. Best summer shorn lambs were \$13.40, bulk of freshly clipped kinds turning at \$12.90 to \$13.00. Rather generous offerings of yearling wethers cashed largely at \$11.00 to \$12.00 on a declining market on these classes. Best heavyweight yearlings going for slaughter sold upward to \$13.25 at the week's high time. Best fed wethers cashed for slaughter upward to \$9.00, some 112-lb. averages commanding \$8.25. Heavyweight fed ewes reached \$7.85, most strongweight and heavy ewes turning at \$5.00 to \$6.00, these especially feeling the effects of the decline wave on fat sheep.

### KANSAS CITY.

(Special Letter to The National Provisioner.)  
Kansas City Stock Yards, Nov. 22.

Receipts of hogs in the three days this week showed substantial increases over preceding weeks at all markets, and were larger than a year ago. The increased supply was accompanied with a downward tendency in prices that took the general market under the 8 cent level. Declines in the east were larger than in the west. Short fed cattle were lower, and other classes were steady, with trade fairly active. Sheep and lambs declined 15 to 25 cents in the past two days.

Receipts today were 10,000 cattle, 15,000 hogs, and 7,000 sheep, compared with 12,000 cattle, 12,000 hogs and 4,000 sheep a week ago, and 4,850 cattle, 5,850 hogs and 3,600 sheep a year ago.

No outstanding quality was shown in today's supply of fat cattle, and the general trade held in about the same position as Tuesday. Short fed steers sold at \$8.25@9.25 and warmed up grades at \$7.25@8.00. Grass fat steers brought \$4.75@7.50. Canner and cutter cows sold readily at strong prices. Fat grades were slow and steady. Veal calves sold slowly at weak to 50 cents lower prices. The general cattle market is undergoing a readjustment for the winter feeding season, and until the general market establishes a narrower price spread trade will be more or less unsettled. There will be few range cattle offered after this week.

Another 10 to 20 cent decline in hogs took the market today to a new low position for the year and 60 to 70 cents under the high point last week. The decline brought out increased demand towards the close and the market will probably rally some in the next few days. The top price today was \$7.60, and bulk of sales \$7.30@7.55. Pigs were steady at \$7.50@8.15, and packing sows brought \$6.75@7.00.

Trade in sheep and lambs developed steady prices, compared with Tuesday and a 15 to 25 cent from Monday's best time. Native lambs sold up to \$14. Some show lambs sold at \$16.75@18.25, and feeding lambs at \$13.85.

### ST. LOUIS.

(Special Letter to The National Provisioner.)  
National Stock Yards, Ill., Nov. 22.

The cattle receipts for the week ending today total 34,000, quality for the most part medium. The trend of the market for the past week or ten days has been towards a lower basis on all grades, with the possible exception of canners and cutters. The quotations on strictly prime

beef cattle both in the matured and yearling classes is \$12.00@13.25, but for the period there was nothing better than 12c steers. For the most part the medium to good steers are selling from \$7.50@9.25, with the plainer kinds down in the \$6.00 column. The steer run is now practically all natives, there being very few range cattle arriving. In butcher stock light yearlings in fair flesh are selling from \$8.00@9.00, the plain grassers \$3.50@6.00, butcher cows \$3.75@5.00, with heavy beef cows selling variously up to \$6.00, canners and cutters \$2.75@3.50, heavy bulls \$4.25@5.00; bolognas, \$3.75@4.50. The heavy use of game and poultry at this season of the year always has an effect on beef prices and its influence is particularly noted this week.

The hog run for the week is little better than 96,000, which is an ample quantity to supply the demand. The quality of the run for the most part is good, but among receipts are a great many light unfinished hogs and pigs, the latter being of the pee-wee variety. There is probably a reason for the shipment of this class of hogs this week as a good number of them weighing from 50@75 lbs. are used as roasters. The market generally is 25@40c lower than this time a week ago.

Today's quotations are: Mixed and butchers, \$7.70@7.80; good heavies, \$7.75@7.80, roughs, \$6.75@7.50; lights, \$7.80@8.10; pigs, \$8.00@8.50; bulk, \$7.70@7.90.

The sheep and lamb market holds to a steady if not stronger basis. The run this week totaled 12,000, and the clearance each day was prompt and complete. Good mutton sheep are bringing \$6.50@6.75, heavy ewes, \$4.00@5.00, lambs \$14.00@14.25, and up to \$14.55 to city butchers. The bulk of the lamb sales are swinging around the \$14.00 mark for the good kinds. Common and cull sort down to \$10.00.

### OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., Nov. 22, 1922.  
Dullness has been the outstanding feature of the cattle market this week, and the general trend of values has been lower. Receipts have fallen short, but the principal complaint of buyers has been of the poor quality of the offerings. Some strictly prime longfed steers would still probably sell around \$11.00@13.00, but none are coming. Good to choice shortfed cattle are selling at \$8.75@9.75; fair kinds are bringing \$7.50@8.50, and the turnedup stuff anywhere from \$7.00 down. Western grass cattle are also fully a quarter lower than last week, best grades going around \$6.25@7.25, with fair to good lots at \$5.50@6.00, and the common kinds from \$6.00 down. No great change has taken place in the market for cows and heifers, although the feeling has been very weak. Prices range from \$2.25@6.25, with fair to good butcher and beef cows around \$3.50@4.50. Veal calves are lower at \$4.75@5.75, and bulls, stags, etc., have about held their own, going at \$3.00@3.50.

With the first indication of liberal hog receipts packers have developed very bearish symptoms, and in the absence of much competition from eastern shippers values have declined fully 75c, as compared with a week ago. As usual at this time of the year eastern packing plants and butchers are getting a good many hogs at home and not buying freely at western points. Local packers have been able to take advantage of this condition and they have been aided greatly by the liberal receipts. With something like 9,000 hogs here today, the market was 15@25c lower than Tuesday. Best light weights brought \$7.45, against \$8.25 last Wednesday, and bulk of all the hogs sold at \$6.75@7.40, against \$7.50@8.15 a week ago.

Although there have been slight fluctuations in prices for sheep and lambs for several days, the general level of values is not materially different from a week

ago. Receipts are running rather liberal, but demand from packers is brisk and there is also keen competition from feeder buyers for anything they can use. Fat lambs, wooled, are selling at \$13.00@14.00; clipped at \$12.00@12.50. Yearlings are selling at \$10.50@12.25, wethers at \$7.50@8.75 and ewes at \$4.25@7.25.

### SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., November 22, 1922.

The day of the warmedup steer as a market breaker is at hand, and he has been working overtime of late. Receipts have not been running excessive in total number of cattle arriving at market, but under the influence of a bullish corn market on a crop that is not going to yield up to estimates, there has been a rush to unload cattle taken out a few weeks ago, and a 50 to 75 cent drop is recorded in the market for beef cattle, while the stocker grades have been holding full steady to strong. There will not be to exceed 12,000 cattle at this market for the completed week. The falling off has been largely in the range contingent, thus cutting down supply of feeder grades while the beef contingent has been running up to last week. Nothing in prime beefs, aside from one shipment of yearlings, has appeared on the market this week. This one lot sold at \$12.25 per hundred weight, a few yearlings have made \$11.00, but bulk of the beef steers have been styles to sell below the \$9.00 mark with some of the warmed up styles going as low as \$6.50 and under, real bulk of steers for the week selling between \$7.00 and \$8.25.

Butcher cows and heifers are weak to 25 cents lower with \$7.00 around the limit for fat heifers and bulk of fat she stock at around \$4.00 to \$5.00, with canner and cutter grades at \$2.25 to \$3.00. Top veals around \$8.00 and down to \$4.00 for common heavy lots.

The winter crop of hogs is starting and total receipts for this week will show a considerable increase, 19,000 here the first half of the week. River markets had been running very close to Chicago prices and for this reason a bigger break is recorded at these points than in Chicago. The average decline on this market since middle of last week is right at 50 cents per hundred pounds. Best butcher weights on day of this writing \$7.50, bulk of light and medium weight butcher quality \$7.40 to the top, prime heavy butchers \$7.45, bulk of heavy weights \$6.90 to \$7.35, rough sows down to \$6.75 to \$6.90.

There are not many coming at this time. Lambs are a little lower than at best time last week with best here today at \$13.75, some clipped lambs at \$12.35, choice fat clipped yearlings \$10.00. Not enough in the aged line to establish quotations.

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., Nov. 21, 1922.

Cattle receipts for two days this week totaled around 6,000, against 7,114 same period last week and 4,376 a year ago. Supplies included a moderate showing of beef steers of the short-fed class. While there was no snap to the trade at any time prices remained about steady for the period. Best steers sold \$8.60@8.75, but \$6.75@8.00 took most offerings. A few loads of Kansas short-feds sold \$7.00@7.75, and Colorado grassers \$5.75@7.25. The market for butcher stock shows little change for the period. With the exception of good to choice cows, which are steady to a shade lower, all classes are fully steady. A few choice cows reached \$5.75, but sales above \$5.00 were scarce, \$3.75@4.75 taking bulk of dressed beef kinds, with canners and cutters \$2.50@3.50. Mixed yearlings and heifers were scarce and quality only fair. Grass heifers

sold \$4.00@6.00, and fed kinds up to \$8.50. Yearlings sold \$6.50@7.75. Bulls show no change for the period, with sales ranging mostly \$3.25@4.50. Calves are 50c lower than last week's close, choice veals going at \$8.50 and common kinds ranging down to \$4.50 and under.

The first two days this week brought out more stockers and feeders than the same period a week ago and demand showed some improvement. With better prospects from country buyers local dealers took over the supply at prices fully steady with last week's close. Several strings of Colorado yearlings and light weight feeders sold at \$6.50@6.75, and other Colorados sold at \$5.50@5.60. Wyoming feeders went at \$5.75@6.40 and Kansas at \$6.00. Plain stockers sold down to \$5.00 and under. Stock cows and heifers in light demand at barely steady prices. Sales ranged largely \$3.25@4.75.

(Continued on page 49.)

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, November 18, 1922, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	7,751	16,400	10,674	
Swift & Co.	8,397	19,600	17,979	
Morris & Co.	8,797	25,100	8,990	
Wilson & Co.	7,408	19,500	7,811	
Anglo-Amer. Prov. Co.	314	11,900	.....	
Globe Packing Co.	4,122	10,800	.....	
Libby, McNeil & Libby	2,730			
Brennan Packing Co.	7,100	hogs;	Miller & Hart	
6,700 hogs; Independent Packing Co.	8,600	hogs;		
Ford, Lanham & Co.	8,600	hogs;	Western Packing & Provision Co.	
17,600 hogs; Roberts & Oake, 6,800			hogs; others, 23,300 hogs.	

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,429	1,537	11,652	3,627
Cudahy Pkg. Co.	4,522	1,129	8,793	3,724
Fowler Pkg. Co.	819	160	.....	
Morris & Co.	5,288	1,568	13,138	2,190
Swift & Co.	5,307	2,791	10,777	3,282
Wilson & Co.	4,969	1,044	10,607	2,518
Local butchers	749	175	893	101

#### OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	3,213	5,454	4,147
Swift & Co.	4,859	4,351	7,062
Cudahy Packing Co.	5,839	6,733	6,184
Armour & Co.	3,938	6,637	7,170
Swartz & Co.	.....	426	.....
J. W. Murphy	.....	4,491	.....
Dold Packing Co.	1,346	3,843	.....
Wilson Packing Co.	105	.....	81
Lincoln Packing Co.	511	.....	.....
Independent Packing Co.	734	.....	.....
Others	21,372	.....	22,152

#### ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,462	9,614	2,732
Swift & Co.	4,655	9,610	2,907
Morris & Co.	1,455	.....	208
St. Louis, Dr. Beef Co.	1,551	35	.....
Independent Pkg. Co.	549	5,359	5,359
East Side Pkg. Co.	537	7,003	.....
Hill Pkg. Co.	33	.....	.....
American Pkg. Co.	174	1,794	.....
Krey Pkg. Co.	226	3,846	.....
Sarforious Provision Co.	11	818	.....
Sieflof	134	1,628	21
Butchers	19,034	35,650	3,754

#### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,083	135	6,425	3,036
Armour & Co.	2,792	27	6,802	2,651
Swift & Co.	958	50	470	.....
Sacks Bros. Pkg. Co.	62	40	2	.....
Smith Bros. Pkg. Co.	72	19	8	.....
Local butchers	100	39	.....	.....
Eastern packers	224	.....	6,500	.....

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,899	870	19,001	6,867
Hammond Pkg. Co.	2,066	303	11,050	1,279
Morris & Co.	2,595	428	12,362	1,357
Others	5,195	877	4,612	1,000

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,876	473	4,605	32
Wilson & Co.	2,076	504	4,932	122
Other butchers	102	.....	356	.....

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	568	100	3,377	227
Kroger Gro. & Bk. Co.	181	92	1,020	.....
C. A. Freund	142	57	233	.....
Gus Juengling	157	80	.....	62
J. F. Schrodt Pkg. Co.	25	.....	2,881	.....
H. H. Meyer Pkg. Co.	40	.....	3,007	81
J. Hilbeck & Sons	138	50	.....	.....
W. G. Behn's Sons	344	90	.....	.....
People's Pkg. Co.	116	118	.....	.....
J. Bauer Sons	54	5	.....	.....
A. Sander Pkg. Co.	.....	2,757	.....	.....
J. Vogel & Son	.....	1,020	.....	.....
J. Hoffman's Sons Co.	.....	521	.....	.....
Lohrey Pkg. Co.	.....	160	.....	.....
Ideal Pkg. Co.	.....	925	.....	.....
Sam Gall	.....	.....	454	.....
J. Schlaechter's Sons	.....	.....	156	.....
G. Ehrhart & Sons	.....	.....	42	.....

INDIANAPOLIS.				
	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,436	244	33,620	397
Moore & Co.	.....	5,357	.....	.....
Ind. Abat. Co.	1,180	45	2,450	177
Armour & Co.	342	39	4,421	20
Brown Bros.	171	28	1,37	74
Hilgemeyer Bros.	.....	.....	1,060	.....
Schussler Pkg. Co.	32	12	514	9
Riverview Pkg. Co.	4	6	327	.....
Meier Pkg. Co.	.....	.....	371	.....
Ind. Dr. Beef and Prog. Co.	.....	37	433	.....
Worm & Co.	138	6	247	.....
Eastern buyers	1,935	3,916	22,728	855
Miscellaneous	676	160	406	123

WICHITA.				
	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	800	627	5,806	355
Dold Pkg. Co.	221	63	5,578	19
Local butchers	71	16	.....	3

DENVER.				
	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	988	4	1,180	2,460
Colo. Pk. & Prov. Co.	832	55	1,867	1,318
Blayne-Murphy Co.	301	.....	1,343	.....
Miscellaneous	664	23	1,354	973

### RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending November 18, 1922, with comparisons:

	Week ending Nov. 18.	Previous week.
Chicago	39,478	36,197
Kansas City	26,083	30,770
Omaha	41,917	27,711
St. Louis	33,951	34,800
Sioux City	7,201	6,379
St. Joseph	12,785	12,808
Oklahoma City	4,414	4,363
Indianapolis	5,914	5,804
Wichita	1,092	1,178
Cincinnati	2,926	1,778
Denver	2,845	2,739
Milwaukee	.....	2,515

### HOGS.

	Week ending Nov. 18.	Previous week.
Chicago	189,400	142,300
Kansas City	55,862	43,715
Omaha	32,466	24,997
St. Louis	7,357	52,898
St. Joseph	47,025	36,495
Oklahoma City	5,804	4,741
Indianapolis	10,880	49,787
Wichita	11,384	12,211
Cincinnati	16,010	14,217
Denver	5,733	4,784
Milwaukee	.....	19,058

### Sheep.

	Week ending Nov. 18.	Previous week.
Chicago	189,400	142,300
Kansas City	56,060	43,715
Omaha	36,002	25,297
St. Louis	46,138	51,041
St. Joseph	10,922	15,477
Oklahoma City	12,468	18,971
Denver	9,295	7,638
Milwaukee	6,056	6,022
South St. Paul	830	747
Philadelphia	2,194	2,338
Indianapolis	2,698	2,230
Boston	2,192	2,567
N. Y. and Jersey City	9,783	9,432
Oklahoma City	5,631	5,473
Milwaukee	.....	1,753

### HOGS.

	Week ending Nov. 18.	Previous week.
Chicago	189,400	142,300
Kansas City	56,060	43,715
Omaha	36,002	25,297
St. Louis	46,138	51,041
St. Joseph	10,922	15,477
Oklahoma City	12,468	18,971
Denver	9,295	7,638
Cincinnati	12,200	8,800

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES.**—No business going on nor under negotiation. The situation is simply a waiting one. Sellers admit the apparent easiness of the situation particularly in light hides but feel that initial advances should be made by the tanners. They say the situation is distinctly up to the buyers and they are not ready to operate. Nominal values are hard to discern but it is generally admitted that heavy hides are at least fractionally lower, while the light end of the list is believed rather weak due to rather large unsold stocks with outlets narrowing down to an upper leather proposition. For such leathers, tanners consider light hides worth but little better than countries. Natives last sold at 23c; Texas and butts 21c; Colorados 20c; branded cows 16½c; heavy cows 21c; lights last sold at 18½c; bulls 17c; brands 14½@15c.

**COUNTRY HIDES.**—More of a disposition is shown on the part of outside traders to transact some business at prevailing prices and offerings are just a trifle larger. Good seasonable extremes are priced out at 15½@15½c without attracting attention. Buffs are offered at a cent less and have found no friends. Local sellers and the larger outside merchants are not pressing for business believing that the present depression will be short lived. As a rule such sellers have no burdensome stocks or holdings of any consequence and naturally would welcome the opportunity of restocking their cellars with these choice hides at cheap levels. Tanners while anxious to secure concessions on any purchases they make are fearful for the effect such depression will have upon the leather markets. All weight hides in the originating sections are moving from time to time in a range of 13½@14½c delivered basis as to sections and descriptions. Heavy steers are quoted featureless about 15@16c; heavy cows and buffs are offered at 14½c from good sections and it is said to be possible to secure goods at 14c. Bids, however, are not forthcoming. Extremes are offered at 15½@15½c. Recent bids at 15c for seasonable goods were current but seem no longer available, due to the depression existing in calfskins. Branded country hides quoted at 12c flat; country packers at 14@15½c; bulls 11½@12c nominal and country packers at 14@15c; glues 8@9c.

**NORTHWESTERN HIDES.**—No new developments noted in Twin Cities hides. All weights are quoted at 14c generally asked. Heavy hides quoted 13½@14c nominal and light hides are quoted at 15c last paid. Bulls remain slow at 11½@12c. Kipskinds are dull at 13@16c; calfskins command 14@17c for qualities and descriptions; horse hides \$4.50@5.00.

**CALFSKINS.**—No new business transpiring in local city calfskins which have sold at 19c. Further lots are offered at that figure and remain untaken. Tanners seem uninterested in raw stock, having plentifully supplied their needs. Operators believe still lower prices are in prospect as no active support seems in sight. Packers continue to talk high prices for their skins. Outside city skins from first salt quoted 19c nominal and resalted varieties quoted at 16@18c; country run is ranged at 12½@15c; deacons 90c@\$1.00 lately paid; kipskinds quoted 18@19½c nominal for cities; last sales 19c; packers are held high. Outside varieties quoted 15@17½c; countries 12@15c.

**DRY AND HORSE HIDES.**—Western all weights are unchanged at 19@20c

nominal with inside nearer a trading basis. Renderer horse are quiet and considered top at \$5.25 by tanners. Mixed goods quoted about \$4.50@5.00 and country run down to about \$4.00 for business. Aged goods \$3.00.

**SHEEP AND HOGSKINS.**—Local and best river sheep and lambskins of packer slaughter sold at \$2.82½. Another river market sold at \$2.75. Small packer pelts moved in a range of \$2.25@2.50 today. Shearlings also sold as to spread at \$1.10@1.20. Dry western pelts rule slow at 25@27c last paid and nominal; some held higher; pickled skins are quiet at \$5.25@6.25; some held higher; hogskins quoted 15@25c for country run and strips 6@6½c; frozen stock held at inside level.

### New York.

**PACKER HIDES.**—No new developments noted in city slaughter stock. Demand seems to be lacking and sellers feel they would jeopardize their position by seeking payment to force movement at this time. Last prices paid were: Natives, 22½c; butts, 20½c; Colorados, 19½c; cows, 16c; bulls, 16½c.

**SMALL PACKER HIDES.**—About 6,000 Canadian packer all weight cows sold at 15½c and brands were included at 13½c. No action noted in eastern packer goods

### URGE CAREFUL HIDE TAKE-OFF.

Urging great care in hide take-off and the use of fresh salt on hides and skins immediately after removal, the Tanners' Council has sent out the following appeal to the producers of hides and skins throughout the country:

The failure to exercise care in removing hides and skins from animals and curing the same has been a subject of general discussion among agriculturists, packers, dealers, tanners and others for several decades past. The point has been emphasized that such care would be of direct financial benefit to producers and make available better raw material to consumers. It is quite generally known that better grades of "packer" hides and skins bring substantially higher prices than "country" hides and skins because of the skill that is used in flaying and curing them.

Realizing the great aggregate of waste and unnecessary loss resulting from the use of improper methods the U. S. Department of Agriculture issued in 1919 a valuable booklet (No. 1055) explaining in detail, with photographic illustrations, exactly how the operations of flaying and curing should be performed. Sixty thousand copies of this document were distributed throughout the United States and, it is believed, with good results.

Many thousands of hides and skins of better grades are imported into this country because the domestic supply of such raw stock is not adequate for the special purposes desired. While it will always be necessary to import a large proportion of the hides and skins to make up the aggregate consumed here it does seem possible that more of our "country" stock of better quality could be made available to the tanning industry of the United States.

Therefore, the Tanners' Council makes the following appeal to producers of hides and skins in this country including farmers, butchers and packers:

(1) Exercise the utmost care in removing hides and skins from the animals' back with the idea of avoiding cuts and scores.

(2) Use fresh, clean salt on such hides and skins immediately after removal. There is no strength in spent salt and consequently no curing properties.

today. Most sellers have little beyond current kill unsold. Offerings of all weight cows noted at 17½c and buyers' views are fully a cent less. Steers recently sold at 21½c for heavies and all weights brought 19½@20½c basis. Bulls quoted 15@16c asked.

**COUNTRY HIDES.**—Big buyers are making low bids for country descriptions of stock and report moderate success in picking up some stock. Several cars of western all weight hides sold at 13½c delivered basis. Most sellers talk 14c and better for such descriptions. Several cars of Canadian buffs sold at 12½c flat. Small lots of eastern country, all weights are being picked up at 12@13c range. Most eastern tanners want to look on. Ohio and similar light hides quoted 15½c; some orders reported available at that figure. Western lots, 15@15½c, with inside said to be bid. Southern lights range at 14@15½c for qualities. Buffs are quoted generally at 14@14½c for good descriptions.

**CALFSKINS.**—A weak appearance is noted in N. Y. calfskins. Stock is now offered at \$1.40, \$2.30 and \$3.30 for three weights. Late sales were at \$1.49, \$2.45 and \$3.45 basis with subsequent bids and offerings at easier figures, culminating in the above levels. Large quantities of stock were reported sold at \$1.40, \$2.45 and \$3.45 and sellers still have on their selling clothes. Buyers are only mildly interested. Outside city skins are quoted weak in sympathy, but no business is reported. Penn stock quoted \$1.25@1.35 basis on lights. Common kinds \$1.10@1.25 basis on lights. Untrimmed skins quoted 17@19c for cities with sellers anxious to trade. Sales of western untrimmed stock along with hides at 16c for fresh stock. Kipskinds quoted \$3.75@4.00 and \$4.75 for heavies.

### CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, Nov. 25, 1922.—Quotations on hides at Chicago for the week ending Nov. 25, 1922, with comparisons, are as follows:

	Week ending Nov. 25, '22.	Week ending Nov. 18, '22.	Cor. week.
Spready native steers	25 @26c	@26c	17½@18c
Heavy native steers	22 @23c	@23c	15½@16c
Heavy Texas steers	20 @21c	@21c	15 @15½c
Heavy butt butts butts butts	20 @21c 20 @21c 19 @20c 19 @20c	@21c @21c @20c @20c	15 @15½c 15 @15½c 14 @14½c 11 @12c
Heavy Colorado steers	16 @16½c	16 @16½c	11 @2c
Heavy native cows	20 @21c	@21c	14 @14½c
Light native cows	17 @8½c	@18½c	@13c
Native bulls	16 @17c	@17c	8 @9c
Branded bulls	14 @14½c	@14½c	7 @8c
Calfskins	21 @22c	22½@23c	18 @19c
Kip	19 @20c	@22c	16 @17c
Slunks, regular	\$1.05@1.00	\$0.95@1.00	\$1.10@1.15
Slunks, hairless	4@83c	45 @90c	35 @70c
Light native butts, Colorado and Texas steers	16 per lb. less than heavies.		

	Week ending Nov. 25, '22.	Week ending Nov. 18, '22.	Cor. week.
Natives, all weights	16½@18c	18 @18½c	11½@12c
Bulls, natives	15 @15½c	15 @15½c	6 @7c
Branded hides	14 @13c	15 @16c	7 @8c
Calfskins	19 @20c	21 @22c	19 @20c
Kip	18 @19c	19 @20c	15 @16c
Light calf	\$1.20@1.30	\$1.50@1.60	\$1.25@1.30
Slunks, regular	\$0.90@1.00	\$0.90@1.00	\$0.90@1.00
Slunks, hairless	35 @70c	40 @80c	30 @60c

	Week ending Nov. 25, '22.	Week ending Nov. 18, '22.	Cor. week.
Heavy steers	15 @15½c	@15½c	11½@12c
Heavy cows	14 @4½c	14 @4½c	9 @9c
Butts	14 @14½c	@14½c	8 @8c
Extremes	15 @15½c	15 @16c	11 @12c
Euls	11½@12c	12 @12½c	@5½c
Branded	12 @12c	@13c	@5½c
Calfskins	15 @16c	18 @19c	14 @15c
Kip	14 @15c	17 @18c	12 @13c
Light calf	\$1.10@1.20	\$1.20@1.30	\$1.15@1.25
Deacons	\$0.90@1.00	\$1.00@1.10	\$0.95@1.05
Slunks, hairless	25 @30c	25 @30c	30 @35c
Hornshides	\$4.50@5.00	\$4.50@5.00	\$3.00@3.50
Hogskins	15 @20c	15 @20c	15 @20c

Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners.

Dealers' price range ½@2c per lb. less.

Recent trades limited. Quotations on light native cows and small packers' hides nominal.

## ICE AND REFRIGERATION

### ICE NOTES.

Sanford Butts, Ojai, Cal., has bought the ice company interests of E. C. Tate.

The Paducah Ice Mfg. Co., Paducah, Ky., has increased its capital to \$150,000.

There are plans for the erection of a cold storage plant at Pawhuska, Okla.

The Lindsey Community Ice Co., Lindsey, Cal., is going to build a new ice plant shortly.

Dimmit Bros., Kokomo, Ind., are planning to build a new ice plant in the near future.

J. C. Schmidel has sold his interests in the firm of Schmidel & Ehredt Ice Co., Savannah, Ill.

The Ord Ice Co., Ventura, Cal., has been granted a permit for the erection of a new ice plant.

Plans are being considered for the erection of a co-operative cold storage plant at Canandaigua, N. Y.

The Union Ice Co., of California, has bought a site at Oceanside, Cal., and will erect a new ice plant there.

The Fresno Consumers' Ice Co., Fresno, Cal., is planning to erect a new cold storage plant to cost about \$80,000.

The Merchants' Cold Storage & Ice Mfg., 201 S. 6th street, Richmond, Va., are going to make improvements at a cost of \$11,000.

The Peninsula Ice & Cold Storage Co., Grandview avenue, Daytona, Fla., have

plans in progress for the erection of a new plant.

The Imperial Ice and Development Co., Calexico, Cal., is considering a program for the building of cold storage plants at Calexico, El Centro and Brawley.

The Durant Ice & Fuel Co., Durant, Miss., has been incorporated by C. A. Zilker, San Antonio, Tex., W. W. Johnson and Chas. E. Hutcherson, Memphis, Tenn.

### COLD STORAGE STOCKS COMPARED.

(Continued from page 28.)

#### 1918.

	Frozen	S. P.	D. S.	Lard	Total
	pork	pork	pork	stocks	stocks
	lbs.	lbs.	lbs.	lbs.	lbs.
January	41,063	280,003	252,934	54,539	615,139
February	61,659	322,004	341,422	59,310	738,395
March	104,630	369,014	402,734	65,355	941,733
April	116,548	402,378	448,114	89,854	1,056,894
May	117,786	406,191	471,800	103,373	1,069,159
June	118,601	397,486	493,793	106,194	1,116,076
July	117,976	372,347	402,544	107,871	1,000,743
August	108,220	365,941	370,203	102,411	946,775
September	71,385	315,517	333,472	104,688	825,042
October	46,593	249,827	283,572	90,398	670,390
November	36,968	231,136	247,194	76,124	591,422
December	34,750	242,976	283,002	81,676	642,404

#### 1917.

	Frozen	S. P.	D. S.	Lard	Total
	pork	pork	pork	stocks	stocks
	lbs.	lbs.	lbs.	lbs.	lbs.
January	50,564	307,475	260,998	80,977	640,017
February	66,062	348,288	228,424	86,208	728,963
March	63,551	378,541	242,200	88,480	789,718
April	64,996	372,252	244,596	86,000	727,492
May	74,723	281,236	219,819	61,640	634,423
June	77,534	403,185	213,802	72,365	766,886
July	91,562	412,810	224,813	95,197	824,382
August	96,648	403,704	231,903	112,249	844,506
September	72,286	328,943	185,678	102,172	699,079
October	39,767	252,152	143,319	69,929	505,167
November	25,347	192,884	110,652	37,095	365,978
December	23,504	204,907	150,882	44,367	423,660

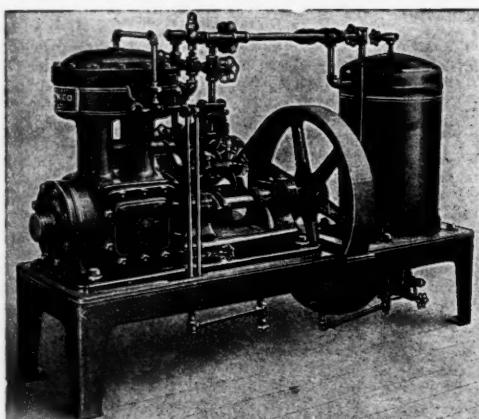
#### 1916.

	Frozen	S. P.	D. S.	Lard	Total
	pork	pork	pork	stocks	stocks
	lbs.	lbs.	lbs.	lbs.	lbs.
January	44,194	230,881	145,661	63,304	484,040
February	63,376	289,938	194,053	92,342	648,710
March	85,604	350,750	226,910	111,897	778,161
April	88,344	351,051	206,703	97,237	743,335
May	77,812	387,464	202,392	108,731	726,399
June	83,195	326,183	206,008	85,113	700,499
July	85,144	326,183	206,008	85,113	731,366
August	85,845	350,570	205,251	99,199	732,207
September	63,420	303,399	183,194	82,028	632,041
October	38,851	251,004	140,908	71,570	502,333
November	23,988	209,061	118,958	56,929	405,936
December	32,015	251,519	142,858	58,950	485,342

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Cleveland—Curtiss Bros. Transfer Co.  
Detroit—Brennan Truck Co.  
El Paso—R. E. Huthstetler, 615 Mills Bldg.  
Jacksonville—Jacksonville Warehouse & Distributing Co.

Los Angeles—Mailiard & Schmedell.  
Mexico, D. F.—F. Bezaury, Jr., 7 a de Colima 225 B.  
New York—Roessler & Hasslacher Chemical Co., 709 6th Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis & Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Philadelphia—Henry Bower Chemical Mfg. Co.

Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.  
Savannah—Savannah Brokerage Co.  
San Francisco—Mailiard & Schmedell.  
Seattle—Mailiard & Schmedell.  
Toledo—Moreton Truck Co.; G. H. Weddle & Co., 1932 Canton St.  
Washington—Littlefield, Alvord & Co.

### FROZEN AND CURED MEAT STOCKS.

Summary of cold storage holdings of frozen and cured meats on November 1, 1922, with comparisons, is given by the U. S. Bureau of Agricultural Economics, as follows:

Commodity.	Nov. 1, 1922.	Oct. 1, 1922.	Nov. 1, 1921.	5-yr. avg.
	Lbs.	Lbs.	Lbs.	Lbs.
Beef, frozen	47,417	34,611	49,014	141,043
fully cured	7,038	7,329	6,858	26,796
Beef, in process of cure	12,829	11,632	7,604	
Pork, frozen	31,277	46,796	38,517	43,050
Pork, dry salt	35,220	56,827	58,916	179,840
in process of cure	50,512	65,956	49,694	
Pork, pickled	102,532	126,063	73,574	226,623
in process of cure	175,627	187,452	138,954	
Lamb and mutton, froz.	3,475	3,473	6,840	15,314
Meats, miscellaneous	45,933	49,047	60,666	69,660
Lard	36,727	75,338	48,850	55,087

### POULTRY IN COLD STORAGE.

Following is a summary of cold storage holdings of poultry on November 1, 1922, with comparisons as reported by the U. S. Bureau of Agricultural Economics:

Commodity.	Nov. 1, 1922.	Oct. 1, 1922.	Nov. 1, 1921.	5-yr. avg.
Broilers	9,251	7,334	10,430	8,813
Roasters	6,179	2,992	8,915	6,520
Fowls	2,842	2,720	3,655	5,411
Turkeys	2,302	2,645	2,172	2,487
Miscellaneous	9,679	10,294	9,705	16,282
Total	30,253	25,085	34,877	39,053

### DAIRY AND EGG STORAGE.

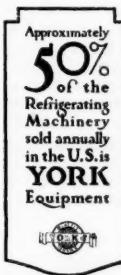
Cold storage holding of dairy products and eggs on November 1, 1922, with comparisons are reported by the U. S. Bureau of Agricultural Economics as follows:

Commodity.	Nov. 1, 1922.	Oct. 1, 1922.	Nov. 1, 1921.	5-yr. avg.
Creamery butter	73,850	96,680	77,983	92,245
Packing stock butter	1,619	1,971	1,703	2,941
American cheese	40,837	49,473	42,969	55,183
Swiss cheese	5,716	5,766	4,641	3,401
Brick and Munster	1,022	842	1,709	1,085
Limburger	868	937	1,127	1,006
Cottage, pot and bakers'	901	1,136	3,176	3,504
Cream and Neufchatel	194	186	312	232
All other cheese	4,235	4,584	5,572	4,064
Case eggs	5,723	7,924	4,380	4,351
Frozen eggs	30,531	33,345	26,114	19,051

### CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers for the week ending November 16, 1922, with top prices for good lambs, compared to a week ago and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture as follows:

Week ending Nov. 16, 1921.	Sales	Same week	Week ending Nov. 9, 1921.	Top price good lambs	Nov. 9, 1921.	Nov. 16, 1921.
Toronto (U. S. Y.)	6,893	8,337	3,921	\$13.25	\$0.00	\$13.00
Montreal (Pt. St. Chs.)	3,097	3,118	3,201	11.25	8.25	11.50
Montreal (E. End)	1,834	2,847	2,633	11.25	8.25	11.50
Winnipeg	4,019	2,637	2,734	10.25	8.00	11.50
Calgary	1,675	2,403	2,749	9.00	7.00	10.00
Edmonton	760	5 9	6.61	10.50	7.00	10.50
Prince Albert	...	...	...	...	...	...
Moose Jaw	...	...	...	...	...	...
Total	18,278	19,861	15,830			



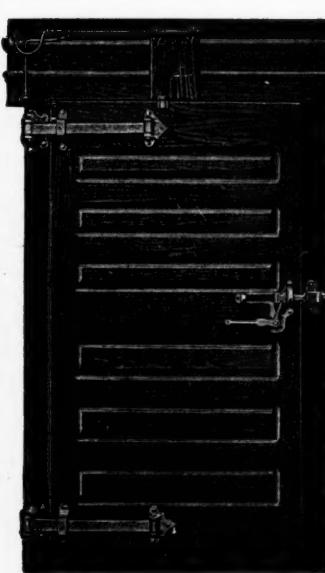
## Evidence of Merit

NO COMPANY can establish a record of selling approximately fifty per cent of all the refrigerating machinery sold annually in the United States unless there is merit in the product—merit of the kind that wins new customers and retains the confidence of the old ones.

Fair dealing, prompt service, furnishing apparatus that will fulfill the guarantees and by charging prices consistent with the quality of the product, all have helped to increase the sales of York Machinery and Apparatus.

Our thirty-six years of experience in building Ice Making and Refrigerating Machinery of recognized worth, has enabled us to help others solve their refrigeration problems—we may be able to help you.

**YORK MANUFACTURING COMPANY**  
*Ice Making and Refrigerating Machinery Exclusively*  
**PENNA.**



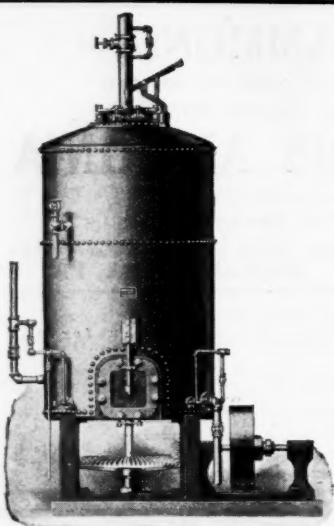
## JAMISON'S STANDARD TRACK DOOR

A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

*May we send you catalog 10?*

**Jamison Cold Storage Door Co.**

Formerly  
**Jones Cold Storage Door Co.**  
Hagerstown, Maryland      U. S. A.



## The Acme Combination Sanitary Rendering and Drying Machine

The inner shell is corrugated which eliminates staybolts.

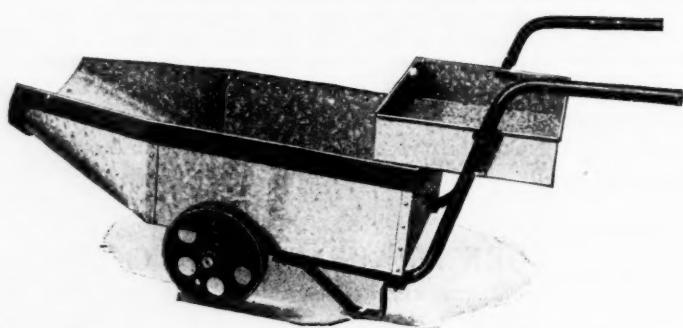
The bottom heads are reinforced by special construction which prevents sagging.

The most efficient equipment on the market.

**WRITE FOR BULLETIN No. 3**

**The Acme Engineering Co.**  
201 Beckel Bldg., Dayton, Ohio

## PAUNCH TRUCK



ABOVE is illustrated our No. 113 Paunch Truck with Pluck Tray. Please write for full information on our complete line of Packing House Trucks.

**STERLING WHEELBARROW CO.**  
MILWAUKEE, WISCONSIN

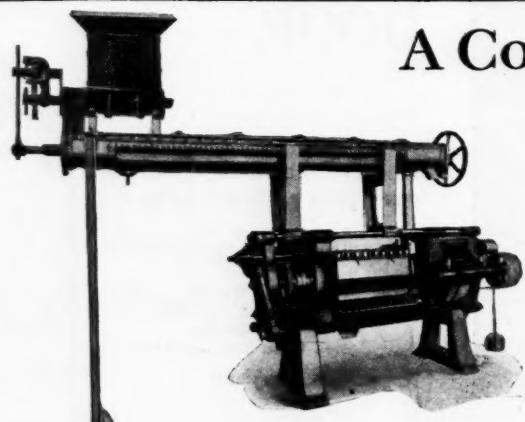
## Pails and Drums for *Lard* and *Compound*

also  
Sanitary  
Key-Opening  
Meat Cans

Containers of  
superior quality  
at reasonable  
prices for prompt  
shipment.

**WHITAKER-GLESSNER  
COMPANY**

Wheeling, W. Va.  
Can Department



## A Continuous Crackling Press

The Anderson Expeller will extract 25 per cent grease from the average hydraulic pressed cracklings.

*Write for complete information.*

Manufactured by  
**The V. D. Anderson Co.**  
1935 W. 96th Street Cleveland, Ohio

## FOR PURCHASING DEPARTMENTS

### DIALS FOR TEMPERATURE READING.

After an exhaustive study of conditions existing in the packing industry, Calodial, Inc., of New Rochelle, N. Y., have for the last two years been producing a special temperature indicator to take the place of glass thermometers on all machines now used in this industry the successful operation of which depends upon temperature.

Realizing the part accurate temperatures play in the successful use of hog scalders, ham and bologna kettles, smoke houses and cold rooms, this company designed a special temperature indicator for each of these processes, each type having been built to fit the conditions under which it is to be used. This indicator is called the Calo Dial.

Calo Dials are designed so that they may be easily read from a distance. This is accomplished by means of a dial and pointer, instead of the column of mercury commonly used in a glass thermometer. By a proper placing of these instruments, those responsible for the maintaining of accurate temperatures in kettles, smokehouses, hog scalders, etc., can see at a glance that they are being held at the proper degree of heat to obtain the best results, and it is claimed that this inspection can usually be accomplished from any part of the room in which the kettle is located.

The construction of these instruments is all metal. They have solid copper stems which extend into the tank. The indicating heads are finished in sanitary white enamel. The face of the instruments is four inches in diameter, and the dials are large enough so that the division marks are amply spaced for easy reading. It is said a workman can read his temperatures as easily as he can tell the time from a clock on the wall.

The range furnished is from 100° F. to 220° F., or in other words, from lukewarm water to a little above boiling. As all cooking temperatures lie well within these limits, a dial so marked presents a wide-open, easily read scale, without superfluous markings at temperatures above and below these points. The operator, however, can watch the gradual heating up to the desired point with this range, and live steam can be used for cleaning purposes without exceeding the limits of the instrument.

The instruments, being of all-metal construction, are not easily damaged, and will not break from the sudden jolts and jars which would ruin a glass thermometer. With ordinary care, if properly placed, it is claimed they will last indefinitely.

Proper sized clamps are furnished with the rigid stem instruments, so that they can be secured to the wall of the kettle at any desired point. For use on deep kettles the standard stem length is 36 inches. For shallow kettles the standard is 24 inches. Special lengths can be made to order.

The wall type Calo Dial is designed so that the instrument head can be mounted on the wall or other support at any distance up to thirty feet from the kettle. A flexible stem runs from the head to the copper stem. The standard length for the wall type is six feet, but any desired length can be furnished on order. Regardless of how far away from the bulb the indicating head is placed, it is claimed that true bulb temperatures will always be indicated.

These flexible stem instruments are much in favor for cold rooms, for here the instrument heads can be mounted on the outside wall of the refrigerator, and the bulb at the end of the flexible stem can be located at any desired point within the cold room. The standard range for cold rooms is 30° F. to 100° F., and they can

be supplied with a special wall bracket for mounting. If colder temperatures are required, special ranges can be made up to specifications.

Calodial, Inc., are specialists in temperature indication, and are in position to supply instruments to their customers' specifications and guarantee them fully as to accuracy and durability. Their products are in daily use on hog scalders, ham and bologna cookers, smokehouses, cold rooms, brine lines, steam lines, hot water lines, steam boxes, etc., in many of the largest packinghouses today, and in more than one hundred smaller yet equally as well-known plants throughout the country.

The use of Calo Dials, it is said, has been found to increase the efficiency of the old cut-and-dry methods, to decrease the loss through shrinkage, and establish for the packer a standard product of uniform quality. With proper care they should last indefinitely, and the makers believe they will soon pay for themselves by the service which they render. The makers point to many installations which have been performing good service for the past two years, and they make it a point, with their constantly increasing number of customers, that Calo Dials must make good on the job for which they are designed, or they will.

They point out a very evident reason for the use of their products by reminding their customers that "temperature is the most essential factor in your processes. If so, is not the use of an efficient means of determining those temperatures, accurately and unfailingly, a necessary part of your equipment?

"Calo is derived from the word calorie, meaning a heat unit. Dial is, of course, a means of indication. Thus the name Calo Dial means heat indicator. We maintain that the use of a Calo Dial on a cooking kettle is of no less importance than is a steam gauge on a boiler, for both inform the operator, by means of a dial and pointer of conditions which he cannot know except through their use.

"A proper steam pressure is essential to the running of a steam engine. A proper temperature is just as essential in the cooking of a ham, the dehairing of a hog, the preserving of meat, etc. A Calo Dial will keep you informed that the proper temperatures do exist, and will warn you of improper temperatures, which if allowed to exist will result in a poor or not up-to-standard product."

### D. I. DAVIS HEADS NEW FIRM.

D. I. Davis & Associates, Inc., is the name of a new engineering firm with offices at 327 South La Salle street, Chicago, whose purpose is expert service in packinghouse, cold storage and ice plant engineering. The head of the organization is D. I. Davis, the well-known authority in this field. The new firm will cover the following phases of service: Designs and engineering, operating, consultation, surveys and analyses, and power plant economies.

Mr. Davis started with Swift & Company in 1888 at Kansas City as a stenographer. He was soon put into the superintendent's office. In 1891 he became district superintendent at Kansas City, where he remained until 1898, when he left Swift & Company in order to attend the University of Kansas.

After about two years, however, he returned to Swift & Company and was put in charge of the construction of the new St. Joseph plant. Following this he was appointed superintendent at St. Joseph, Mo. From St. Joseph he was transferred to Kansas City and then to Chicago.

Later, with Fred Wilder, he formed a partnership to carry on a business as

packinghouse engineers, and this partnership continued for some years. After Mr. Wilder's death the firm of D. I. Davis & Co. continued as a leader in packinghouse engineering for years.

About four or five years ago Mr. Davis became associated with Swift International as supervising engineer, and in this capacity visited their plants in other parts of the world. He has now returned to his old field and established the firm of D. I. Davis & Associates to do a general packinghouse and cold storage engineering business.

### ARMOUR RECORD WITH "BOSS" AID.

After Armour's Chicago hog-killing house was completely destroyed by fire on Saturday, November 18, the rumor spread that Armour would not kill hogs in this plant for thirty days. Instead of this being the case, they were killing at full speed on Thursday, November 23.

This was made possible by the untiring efforts of the Armour plant organization, who remained on the job and supervised the new construction all the way through. Their old dehairer and scalding tub were repaired by the mechanical department of their plant, and the Cincinnati Butchers' Supply Company furnished and installed a twenty-four foot double all steel hog hoist with a capacity of one thousand hogs per hour.

This hoist was delivered to Chicago by express, arriving Wednesday morning, and erection was begun at 11 a. m. At 3:30 a. m. on Thursday the hoist was installed complete with motor and tested under the supervision of John J. Dups, Jr., manager of the Chicago office of the Cincinnati Butchers' Supply Company.

The remarkable feature is that within five days after complete destruction of the building, at 7:25 a. m. on the fifth day hogs were being killed in the same building on all new framework at the rate of 425 per hour.

### BOX MANUFACTURERS MEET.

The twenty-third semi-annual meeting of the National Association of Box Manufacturers held jointly with the Eastern Shook and Wooden Box Manufacturers' Association and the North Carolina Pine Box and Shook Manufacturers' Association, held recently at New York City, was far and away the best and most interesting session of wooden box manufacturers ever held in the annals of the box industry in the United States.

The round-table discussion and the discussions following the various subjects presented by speakers proved most interesting and valuable. Never were the members more interested in a program and the subjects discussed and the attendance at every session was very gratifying. The meeting made for solidarity in the ranks of the wooden box industry and moreover created an organization spirit that cannot fail to strengthen the National Association of Box Manufacturers.

### HIGHEST QUALITY-LOWEST PRICE

**INK**  
**MEAT BRANDING**  
**INK**  
**HAY INK MFG. CO.**  
**826-13th. St. Washington D.C.**

# Chicago Section

J. F. Smith, head of Swift & Company's refinery department, is on a tour of the East and South.

Edward Seh of the by-products department of Wilson & Company, New York, was a visitor to Chicago this week.

The sympathy of the trade is extended to Frank Kohrs of the Kohrs Packing Co., Davenport, Iowa, in the recent loss of his wife.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 44,560 cattle, 12,111 calves, 126,897 hogs, and 41,705 sheep.

Vice-president G. C. Shepard of the Cudahy Packing Company sails from New York on the Aquitania on December 4 for a trip to England and the continent.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, November 18, 1922, for shipment sold out, ranged from 6.00 to 19.00 cents per pound, averaged 10.57 cents per pound.

Provision shipments from Chicago for the week ending Saturday, November 18, 1922, with comparisons, were as follows:

	Past week.	Previous week.	Last year
Lard	13,912,000	9,629,000	9,805,000
Fresh meats	28,833,000	19,463,000	23,294,000
Pork	6,000	6,000	5,000
Canned meats	16,000	16,000	17,000
Cured meats	17,291,000	11,655,000	12,320,000

"The Texas Trail," a motion picture showing the preparation of beef, from the prairie to the table, was shown to local employes of Swift & Company at the Reading plant of the company, Reading, Pa. The picture consisted of 2,000 feet of film and depicted the herding of the cattle on the plains, moving them by train to the stockyards, the slaughter, the cutting, icing and marketing of the beef. It was an interesting educational feature for many employes.

George F. Pine Walter L. Munnecke  
**Pine & Munnecke Co.**  
PACKING HOUSE & COLD STORAGE  
CONSTRUCTION; CORK INSULATION &  
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**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years' Experience.  
Lower Construction Cost. Higher Efficiency.  
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**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

J. Fred Krey of St. Louis, Howard R. Smith of Baltimore, and Jay C. Hormel of Austin, Minn., were among the packers in town this week. These three attended a meeting of the Institute's committee to confer with government officials, of which they are members.

traffic would be available, the river being favored in winter, and the shorter St. Lawrence route to Europe during the summer months for all points north of Vicksburg."

Nineteen prizes, including a silver loving cup, were awarded to J. Ogden Armour, president of Armour & Company, for his display at the fifth annual chrysanthemum and vegetable show of the North Shore Horticultural Society, which was recently held at Lake Forest, Ill., near Mr. Armour's estate, Melody Farm.

The Harding Girls' Club of Morris & Company is sending another turkey this year to President and Mrs. Harding for their Thanksgiving dinner. The turkey will be sent to Washington by motor truck in an effort to make a world record non-stop run. The turkey will leave Chicago at 12:01 a. m., Monday, November 27, and is due at the White House Tuesday morning at 11 o'clock. The first turkey was sent to President Harding in 1920 by Pullman and steamer to Panama where Mr. Harding then was vacationing. Last year the bird was dispatched to Washington in an aerial mail plane.

## CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers with top prices for selects, compared to the same time a week ago and a year ago are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending November 16, 1922:

	Sales	Top price good steers (1,000-1,200 lbs.)		
	Week	Same	Week	Week
Toronto (U.S. S. Y.)	7,952	10,012	6,056	\$6.60
Montreal (Pt. St. Chs.)	976	1,003	1,182	5.00
Montreal (E. End)	1,134	1,469	1,461	5.00
Winnipeg	14,978	7,626	9,189	4.50
Calgary	3,929	3,378	2,909	4.25
Edmonton	3,229	1,034	3,934	4.50
Prince Albert	...	...	...	4.25
Moose Jaw	...	...	...	4.50
Total	32,198	24,522	24,731	
				Sales
Toronto (U.S. S. Y.)	1,079	1,335	906	\$11.50
Montreal (Pt. St. Chs.)	857	837	958	12.00
Montreal (E. End)	1,002	1,537	1,213	12.00
Winnipeg	1,922	955	902	10.00
Calgary	508	484	774	5.50
Edmonton	404	120	620	3.75
Prince Albert	...	...	...	4.00
Moose Jaw	...	...	...	3.25
Total	5,772	5,268	5,463	
				Top price good calves (1,000-1,200 lbs.)
Toronto (U.S. S. Y.)	1,079	1,335	906	\$12.00
Montreal (Pt. St. Chs.)	857	837	958	10.00
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Edmonton	404	120	620	3.75
Prince Albert	...	...	...	4.00
Moose Jaw	...	...	...	3.25
Total	5,772	5,268	5,463	
				Top price good calves (1,000-1,200 lbs.)
Toronto (U.S. S. Y.)	1,079	1,335	906	\$11.50
Montreal (Pt. St. Chs.)	857	837	958	12.00
Montreal (E. End)	1,002	1,537	1,213	12.00
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**EXPECT HOG BREAK BEFORE XMAS.**  
Back Idea That January Lard Over 10c Is a Sale.

(Special Letter to The National Provisioner from Charles Sincere & Co.)

Chicago, November 22, 1922.—Tuesday average price of hogs was down to \$7.70 with a top of 8c. Today's top is \$7.80. Hog supply continues liberal. So far this month Chicago has received 519,168 hogs as against 406,603 last year. In 20 markets there were received 29,143,000, as against 28,624,000 last year.

The eastern markets are getting their new crop of hogs from Indiana and Ohio. Indiana and Ohio get the bulk of their hogs to market by the middle of January and the East will not be liberal buyers on the western markets until after the first of the year. Therefore, many think we will have the low spot in hogs in December. Of course, that is simply a guess. Supply and demand will be the ruling factor regarding the low spot in hogs.

We are having a spurt in hog products demand at the present time that should stimulate the hog market. Lard is anxiously sought after and there will be very little accumulation of lard while this demand lasts. Europe is taking lard freely at the present time. Consignments of lard were not made last year and Europe is probably anxious for lard for the holidays.

Should the present European demand continue, however, it will be a verification of our former statement that Europe would find some way to get more of this much needed commodity. Germany seems headed for a better financial situation politically by placing a business man at the head of their affairs and they may be able to finance a policy that may give them hog products that they so sorely need.

We have said all along that hogs would sell down to 7c. We said October or November lard would sell at 12c and January at 10c. These predictions have practically been fulfilled as far as the products are concerned, and at the approach of the holiday season when poultry will be in big demand and lower than usual, it would not surprise us to see a bad spot in the hog market between now and Xmas. Chickens are wholesaling dressed at 23c and geese at 24c. Chickens are retailing at some places as low as 25c.

This is lower than pork loins are retailing and is more or less affecting the pork trade and is one of the reasons why pork loins are wholesaling as low as 15c. There are more cattle sent out on feed this year than for some years past. These cattle will have to come back to market soon. A break in the cattle market will result. This will also influence the hog market. What we need most now is a good European trade, for there will be far more hogs this winter than is needed for our home consumption.

**ST. JOSEPH LIVESTOCK MARKETS.**

(Continued from page 42.)

Hog receipts for two days numbered around 18,500 against 10,725 last week and 14,959 same period a year ago. With heavy runs at most points the market has held up remarkably well, prices breaking only 30@35c here in the two days. With 11,500 on sale Tuesday there was a decline of 20@25c, tops sold at \$7.75 and bulk of sales \$7.50@7.70. The top last Tuesday was \$8.20 and bulk of sales \$7.80@8.15, compared with a top of \$6.75 and bulk of \$6.40@6.75 a year ago today.

Sheep receipts were fairly liberal for the first two days this week, totaling around 8,000 head. Offerings included several loads of Colorado feed lot lambs, which sold \$13.50@14.00, the former price taking lambs of 94-lb. average. Local fed lambs sold \$14.00@14.25 and clips \$12.75@12.90. Native lambs sold \$13.50@13.75, and feeders \$13.00@13.25. Yearlings sold up to \$11.50, wethers \$7.50@8.50 and best ewes \$7.00. Compared with last week's close sheep are fully steady and lambs steady to 25c lower.

**CHICAGO LIVESTOCK.**

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 13....	32,869	4,162	47,398	21,219
Tuesday, Nov. 14....	14,037	2,993	43,393	6,446
Wednesday, Nov. 15....	18,295	2,415	28,235	18,621
Thursday, Nov. 16....	13,959	3,372	51,073	13,925
Friday, Nov. 17....	5,450	1,713	46,674	18,988
Saturday, Nov. 18....	3,000	200	8,000	2,000
Total for week....	87,610	14,855	218,773	81,299
Previous week....	71,712	12,217	165,382	93,778
Year ago....	70,355	13,137	193,896	103,437
Two years ago....	111,968	15,281	173,502	106,213

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 13....	6,772	339	3,156	6,797
Tuesday, Nov. 14....	6,851	545	6,388	4,123
Wednesday, Nov. 15....	8,155	160	3,078	5,621
Thursday, Nov. 16....	7,041	263	10,751	7,028
Friday, Nov. 17....	6,228	325	7,378	6,867
Saturday, Nov. 18....	1,000	100	2,000	1,000
Total for week....	36,091	1,832	32,744	31,128
Previous week....	29,525	1,327	28,201	43,467
Year ago....	29,894	980	53,144	33,457
Two years ago....	42,797	1,331	10,957	37,440

Receipts at Chicago for the year to November 18, 1922, with comparisons:

	1922.	1921.
Cattle	2,745,422	2,472,297
Calves	692,358	677,758
Hogs	6,893,029	6,993,436
Sheep	3,443,145	4,266,447

Total receipts of hogs at eleven markets:

	Week.	Year.	to date.
Week ending November 18....	720,000	24,936,000	
Previous week....	580,000	24,809,000	
Cor. week, 1921....	640,000	24,809,000	
Cor. week, 1920....	700,000	27,715,000	
Cor. week, 1919....	732,000	27,148,000	
Cor. week, 1918....	872,000	26,969,000	
Cor. week, 1917....	716,000	22,778,000	
Cor. week, 1916....	917,000	26,684,000	
Cor. week, 1915....	588,000	26,061,000	
Cor. week, 1914....	512,000	20,353,000	

Combined receipts at seven points for week ending November 18, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Nov. 18....	294,000	527,000	198,000
Previous week....	270,000	452,000	218,000
1921....	223,000	495,000	227,000
1920....	355,000	519,000	265,000
1919....	394,000	565,000	336,000
1918....	372,000	663,000	330,000
1917....	325,000	540,000	200,000
1916....	288,000	714,000	222,000
1915....	180,000	434,000	192,000
1914....	138,000	432,000	185,000

Combined receipts at seven markets for year to November 18, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
1922....	9,679,000	19,918,000	8,970,000
1921....	8,197,000	19,235,000	10,667,000
1920....	9,399,000	19,540,000	10,021,000
1919....	10,889,000	21,991,000	12,854,000
1918....	11,578,000	21,764,000	10,935,000
1917....	10,652,000	18,457,000	8,971,000
1916....	8,369,000	21,563,000	10,462,000
1915....	7,078,000	17,353,000	9,945,000

Chicago packers' hog slaughter for week ending November 18, 1922:

	This week.
Armour & Co.	16,400
Anglo-American Provision Co.	11,900
Swift & Co.	19,600
G. H. Hammond Co.	10,300
Morgan & Co.	22,100
Wilson & Co.	19,500
Boyd-Lunham & Co.	8,800
Western Packing & Provision Co.	17,600
Roberts & Oake	6,800
Miller & Hart	6,700
Independent Packing & Provision	8,600
Brennan Packing Co.	7,100
William Davies Co.	7,400
Others	23,300
Total	189,400
Previous week	142,300
Year ago	142,700
Two years ago	160,700
Three years ago	208,300

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Nov. 18.	\$ 9.85	\$ 8.15	\$ 7.40	\$14.20
Previous week	10.10	8.30	7.10	13.95
Cor. week, 1921.	7.10	6.75	5.70	8.70
Cor. week, 1920.	11.25	12.20	5.10	11.60
Cor. week, 1919.	14.50	14.10	8.75	14.40
Cor. week, 1918.	15.65	17.55	9.75	15.25
Cor. week, 1917.	11.15	17.75	11.50	17.00
Cor. week, 1916.	9.90	9.50	8.00	11.65
Cor. week, 1915.	8.75	6.45	5.95	8.90
Cor. week, 1914.	8.50	7.50	5.65	8.75
Cor. week, 1913.	8.10	7.65	4.35	7.10
Cor. week, 1912.	8.20	7.70	4.05	7.20
Cor. week, 1911.	6.45	6.17	3.35	7.65
Average, 1911-1921	\$ 9.95	\$10.30	\$ 6.40	\$10.75

\*Average prices of good beef cattle and hogs lowest from 1915 to November, 1921, and the average price of sheep lowest since 1911.

Prices at Chicago, Thursday, November 23:

	CATTLE.
Beef Steers:	
Med. and heavy wt. (1,100 lbs. up)—	
Choice and prime.....	\$11.75@13.60
Good.....	9.50@11.75
Medium.....	6.75@ 9.50
Common.....	5.00@ 6.75
Light weight (1,100 lbs. down)—	
Choice and prime.....	\$11.60@13.35
Good.....	9.50@11.60
Medium.....	6.65@ 9.50
Common.....	5.00@ 6.65
Butcher Cattle:	
Heifers, common choice.....	4.25@ 10.65
Cooks, common choice.....	3.60@ 8.00
Bulls, Bologna and beef.....	3.50@ 6.50
Canners and Cutters:	
Cows and heifers.....	2.65@ 3.60
Canner steers.....	3.00@ 3.75
Veal Calves:	
Light and med. weight, med. good and choice.....	7.25@ 9.00
Heavy weight, common choice.....	3.00@ 7.00
	HOGS.
Top	\$ 7.95
Bulk of sales.....	7.45@ 7.75
Heavy weight (230 lbs. up), med. choice	7.65@ 7.95
Med. weight (200-250 lbs.), med. choice	7.70@ 7.90
Light weight (150-200 lbs.), com. choice	7.65@ 7.75
Light lights (130-150 lbs.), com. choice	7.70@ 8.00
Packing sows (250 lbs. up), smooth	7.20@ 7.45
Packing sows (200 lbs. up), rough	6.85@ 7.25
Killing pigs (130 lbs. down), med. choice	7.90@ 8.10
	SHEEP.
Lambs (85 lbs. down), medium prime	\$13.00@14.65
Culls and common	9.25@12.75
Yearling wethers	9.25@12.50
Wethers, medium prime	6.50@ 9.50
Ewes, medium choice	5.00@ 8.00
Culls and common	2.75@ 5.25
Feeding lambs, medium choice	12.25@14.00

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## Chicago Provision Markets

### CASH PRICES.

Based on Actual Carlot Trading, Thursday, November 23, 1922.

#### Green Meats.

Regular Hams—	Cent.
8-10 lbs. avg.	15 1/2
10-12 lbs. avg.	15 1/2
12-14 lbs. avg.	15 1/2
14-16 lbs. avg.	15 1/2
16-18 lbs. avg.	15 1/2
18-20 lbs. avg.	15 1/2
Skinned Hams—	
14-16 lbs. avg.	16
16-18 lbs. avg.	14 1/2
18-20 lbs. avg.	13 1/2
20-22 lbs. avg.	12 1/2
22-24 lbs. avg.	12 1/2
24-26 lbs. avg.	12 1/2
28-30 lbs. avg.	11 1/2
Picnics—	
4 lbs. avg.	11
6 lbs. avg.	10 1/2
8-10 lbs. avg.	9 1/2
10-12 lbs. avg.	9 1/2
Clear Bellies—	
6 lbs. avg.	17
8-10 lbs. avg.	16 1/2
10-12 lbs. avg.	15 1/2
12-14 lbs. avg.	15 1/2
14-16 lbs. avg.	15 1/2
Pickled Meats.	
Regular Hams—	
8-10 lbs. avg.	16 1/2
10-12 lbs. avg.	16 1/2
12-14 lbs. avg.	16 1/2
14-16 lbs. avg.	16 1/2
16-18 lbs. avg.	16 1/2
18-20 lbs. avg.	17
Skinned Hams—	
14-16 lbs. avg.	16 1/2
16-18 lbs. avg.	16 1/2
18-20 lbs. avg.	16 1/2
20-22 lbs. avg.	15
22-24 lbs. avg.	14
24-26 lbs. avg.	13
28-30 lbs. avg.	12
Picnics—	
4 lbs. avg.	11 1/2
6 lbs. avg.	11 1/2
8-10 lbs. avg.	9 1/2
10-12 lbs. avg.	9 1/2
Clear Bellies—	
6 lbs. avg.	19
8-10 lbs. avg.	18
10-12 lbs. avg.	17 1/2
12-14 lbs. avg.	17 1/2
14-16 lbs. avg.	16 1/2
Lard.	
Leaf lard	12.00c
Loose lard	11.00c
P. S. lard, tcs.	11.50c
Dry Salt Meats.	
Extra ribs	12 1/2
Extra clears	12 1/2
Regular plates	11
Clear plates	9 1/2
Jowl butts	9
Fat Backs—	
8-10 lbs. avg.	9
10-12 lbs. avg.	10 1/2
12-14 lbs. avg.	11
14-16 lbs. avg.	11 1/2
16-18 lbs. avg.	12 1/2
18-20 lbs. avg.	12 1/2
20-22 lbs. avg.	13
Clear Plates—	
12-14 lbs. avg.	15 1/2
14-16 lbs. avg.	15 1/2
18-20 lbs. avg.	14 1/2
20-25 lbs. avg.	13 1/2
25-30 lbs. avg.	12
30-35 lbs. avg.	11 1/2

### FUTURE PRICES.

Official Board of Trade Range of Prices.  
SATURDAY, NOVEMBER 18, 1922.

PORK—(Per bbl.)—	No trading.		
LARD—(Per 100 lbs.)—	Open. High. Low. Close.		
Jan.	\$ 9.97 1/2 \$10.00 \$ 9.95 \$ 9.97 1/2		
Mar.	10.25 10.30 10.25 10.25		
May	9.85 9.85 9.85 9.85		
RIES—(Boxed 25c more than loose)—			
Jan.	9.90		
May	9.85		
MONDAY, NOVEMBER 20, 1922.			
PORK—(Per bbl.)—	No trading.		
LARD—(Per 100 lbs.)—	Open. High. Low. Close.		
Jan.	9.95 9.95 9.92 1/2 9.95		

Mar.	10.05	10.07 1/2	10.05	10.07 1/2
May	10.22 1/2	10.25	10.22 1/2	10.22 1/2
RIES—(Boxed 25c more than loose)—				
Jan.	9.80			

TUESDAY, NOVEMBER 21, 1922.

PORK—(Per bbl.)—	No trading.
LARD—(Per 100 lbs.)—	Open. High. Low. Close.
Jan.	9.92 1/2 9.95 9.92 1/2 9.95
Mar.	10.05 10.07 1/2
May	10.20 10.22 1/2
RIES—(Boxed 25c more than loose)—	
Jan.	9.80

WEDNESDAY, NOVEMBER 22, 1922.

PORK—(Per bbl.)—	No trading.
LARD—(Per 100 lbs.)—	Open. High. Low. Close.
Jan.	9.95 10.00 9.95 9.95
Mar.	10.02 1/2 10.05 10.02 1/2
May	10.20 10.22 1/2
RIES—(Boxed 25c more than loose)—	
Jan.	9.80

THURSDAY, NOVEMBER 23, 1922.

PORK—(Per bbl.)—	No trading.
LARD—(Per 100 lbs.)—	Open. High. Low. Close.
Jan.	9.95 10.00 9.95 9.95
Mar.	10.02 1/2 10.05 10.02 1/2
May	10.20 10.22 1/2
RIES—(Boxed 25c more than loose)—	
Jan.	9.80

FRIDAY, NOVEMBER 24, 1922.

PORK—(Per bbl.)—	No trading.
LARD—(Per 100 lbs.)—	Open. High. Low. Close.
Jan.	9.95 10.00 9.95 9.95
Mar.	10.02 1/2 10.05 10.02 1/2
May	10.20 10.22 1/2
RIES—(Boxed 25c more than loose)—	
Jan.	9.80

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zahn.)

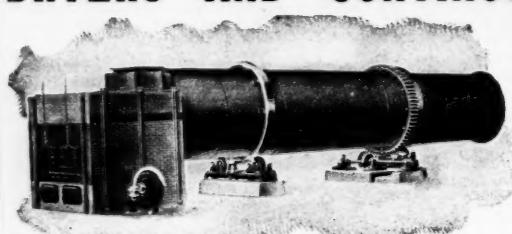
New York, November 22, 1922.—Wholesale prices on green sweet pickled pork cuts: Pork loins, 23@24c; green hams, 8-10 lbs., 20c; 10-12 lbs., 20c; 12-14 lbs., 16 1/2c; green clear bellies, 8-10 lbs., 18c; 10-12 lbs., 17c; 12-14 lbs., 17c; green rib bellies, 10-12 lbs., 18c; 12-14 lbs., 17c; sweet pickled clear bellies, 6-8 lbs., 17c; 8-10 lbs., 18c; 10-12 lbs., 18c; 12-14 lbs., 17 1/2c; sweet pickled rib bellies, 10-12 lbs., 18c; 12-14 lbs., 17 1/2c; sweet pickled hams, 8-10 lbs., 18c; 10-12 lbs., 17c; 12-14 lbs., 17c; dressed hogs, 15c; city steam lard, 12c; compound, 11@11 1/2c.

Western prices: Pork loins, 8-10 lbs., 19@20c; 10-12 lbs., 18c; 12-14 lbs., 17c; 14-16 lbs., 16c; skinned shoulders, 15@16c; boneless butts, 23c; Boston butts, 19@20c; lean trimmings, 14@15c; regular trimmings, 11c; spareribs, 13 1/2@14 1/2c; neck ribs, 6@7c; kidneys, 6@7c; livers, 4c; pig tongues, 16c; pig tails, 11@12c.

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### CHICAGO PORK QUOTATIONS.

Wholesale prices of cured pork and pork products per 100 pounds, for the week ending November 10, 1922, with comparisons, are quoted by the U. S. Bureau of Markets as follows at Chicago (less than car lots):

	Nov. 10.	Nov. 3.	Oct. 13.
Hams, smoked,			
14-16 average...	\$20.00-23.00	\$19.00-21.50	\$20.00-23.00
Hams, fancy...	21.00-24.00	23.00-24.00	24.00-25.00
Picnics, smoked...	14.50-17.00	13.00-17.00	15.00-17.50
4-8 average...	14.50-17.00	13.00-17.00	15.00-17.50
Back bacon, breakfast,			
6-8 average...	27.00-29.00	28.00-30.00	29.00-31.00
Eacon, fancy...	32.00-34.00	34.00-35.50	35.00-37.00
Bellies, D. S., 14-	16 average...	17.00-18.00	17.00-17.75
Bucks, D. S., 14-	16 average...	13.00-13.75	12.50-14.25
Pure lard, tierces...	11.50-12.50	11.50-12.50	11.50-12.00

### CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end...	32	30	22
Rib roast, light end...	40	34	24
Chops, round...	22	20	14
Steaks, round...	35	34	23
Steaks, sirloin, first cut...	46	42	30
Steaks, porterhouse...	62	50	32
Steaks, flank...	18	15	14
Beef stew, chuck...	22	20	18
Corned briskets, boneless...	12	10	10
Corned plates...	25	22	18
Corned rumps, boneless...	25	22	18

### Lamb.

	Good.	Com.
Hindquarters...	42	38
Legs...	45	38
Stews...	20	15
Chops, shoulder...	30	26
Chops, rib and loin...	50	35

### Mutton.

	Good.	Com.
Legs...	22	..
Stew...	15	..
Shoulders...	20	..
Butts...	35	..
Spareribs...	12	..
Hocks...	15	..
Leaf lard, unrendered...	12	..

### Pork.

	27	25
Loins, whole, 8@10 avg...	19	20
Loins, whole, 10@12 avg...	18	19
Loins, whole, 12 to 14...	18	19
Loins, whole, 14 and over...	17	18
Chops...	26	24
Shoulders...	17	18
Butts...	22	20
Spareribs...	14	12
Hocks...	15	13
Leaf lard, unrendered...	12	11

### Veal.

	27	25
Hindquarters...	13	12
Forequarters...	30	24
Legs...	12	11
Breasts...	18	17
Shoulders...	18	17
Cutlets...	24	23
Rib and loin chops...	24	23

### Butchers' Offal.

	4	2
Suet...	4	2
Shop fat...	5	3
Bones, per 100 lbs...	50	50
Calf skins...	18	18
Kips...	14	14
Deacons...</td		

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending	Cor. week,
Prime native steers.....	17 @18½	17 @18
Good native steers.....	15 @16	16 @17
Medium steers.....	12 @14	10 @15
Heifers, good.....	12 @17	10 @18
Cows.....	6 @10	7 @11
Hind quarters, choice.....	23 @23	24 @24
Fore quarters, choice.....	13 @13	12 @12

## Beef Cuts.

Steer Loins, No. 1.....	@44	@31
Steer Loins, No. 2.....	32	29
Steer Short Loins, No. 1.....	62	38
Steer Short Loins, No. 2.....	40	37
Steer Loin Ends (hips).....	30	23
Steer Loin Ends, No. 2.....	28	24
Cow Loins.....	11 @20	12 @40
Cow Short Loins.....	20 @30	16½ @25
Cow Loin Ends (hips).....	10 @16	10 @15
Steer Ribs, No. 1.....	34	22
Steer Ribs, No. 2.....	26	19
Cow, No. 1.....	22	17
Cow Ribs, No. 2.....	16	15
Cow Ribs, No. 3.....	9	9
Steer Rounds, No. 1.....	15	11½
Steer Rounds, No. 2.....	14	11
Steer Chucks, No. 1.....	11½	10½
Steer Chucks, No. 2.....	10	9½
Cow Rounds.....	8½ @12	9 @9
Cow Chucks.....	6½ @8½	7 @8
Steer Plates.....	8 @8½	7½ @7½
Medium Plates.....	8	7½
Briskets, No. 1.....	15	16
Briskets, No. 2.....	12	12
Steer Navel Ends.....	6½	5
Cow Navel Ends.....	4½ @5	5 @5
Fore Shanks.....	4½	4½
Hind Shanks.....	3½	4
Rolls.....	18 @20	18 @18
Strip Loins, No. 1, boneless.....	60	55
Strip Loins, No. 2.....	55	45
Strip Loins, No. 3.....	12	12
Sirloin Butts, No. 1.....	30	30
Sirloin Butts, No. 2.....	26	26
Sirloin Butts, No. 3.....	12 @17	20 @20
Beef Tenderloins, No. 1.....	65	76
Beef Tenderloins, No. 2.....	55	60
Rump Butts.....	18 @20	17 @17
Flank Steaks.....	17	20
Boneless Chucks.....	8 @8	8 @8
Shoulder Clods.....	13 @15	15 @15
Hanging Tenderloins.....	8 @8	8 @8
Trimmings.....	8 @8	8 @8

## Beef Product.

Brains, per lb.....	7 @ 9	7 @ 9
Hearts.....	4 @ 6	3½ @ 6
Tongues.....	28 @30	25 @30
Sweetbreads.....	38 @40	27 @30
Ox-Tail, per lb.....	7 @ 9	6 @10
Fresh Tripe, plain.....	5 @ 5	4 @ 4
Fresh Tripe, H. C.....	6½ @ 6½	5 @ 5
Livers.....	6 @ 9	8½ @ 10
Kidneys, per lb.....	9 @ 9	8 @ 8

## Veal.

Choice Carcass.....	15 @16	15 @16
Good Carcass.....	10 @14	11 @14
Good Saddles.....	18 @25	18½ @22
Good Backs.....	10 @13	10 @15
Medium Backs.....	4 @ 6	6 @ 7

## Veal Product.

Brains, each.....	7 @ 9	7 @ 9½
Sweetbreads.....	65 @68	60 @60
Calf Livers.....	24 @30	29 @38

## Lamb.

Choice Lambs.....	26	20
Medium Lambs.....	22 @24	18 @24
Choice Saddles.....	28	24
Medium Saddles.....	26	22
Choice Fore.....	24	15½
Medium Fore.....	22	14
Lamb Fries, per lb.....	23	30
Lamb Tongues, each.....	18 @18	18 @18
Lamb Kidneys, per lb.....	25	28

## Mutton.

Heavy Sheep.....	10 @ 10	8 @ 8
Light Sheep.....	14	8
Heavy Saddles.....	12	9
Light Saddles.....	18	11
Heavy Fore.....	8 @ 8	4 @ 4
Light Fore.....	10 @ 10	7 @ 7
Mutton Legs.....	20 @ 13	13 @ 13
Mutton Loins.....	12 @ 12	8 @ 8
Mutton Stew.....	8½ @ 8½	4 @ 4
Sheep Tongues, each.....	8 @ 8	18 @ 18
Sheep Heads, each.....	10 @ 10	10 @ 10

## Fresh Pork, Etc.

Dressed Hogs.....	19 @20	13 @13
Pork Loins, 8@10 lbs. avg.....	16 @16	15 @15
Leaf Lard.....	13 @9	9 @9
Tenderloin.....	45 @74	62 @12
Spare Ribs.....	11 @11	12 @12
Butts.....	15½ @13	25 @13
Hocks.....	13 @10	10 @10
Trimmings.....	8½ @9	9 @9
Extra lean trimmings.....	14½ @13	13 @13
Tails.....	11½ @10	10 @10
Snouts.....	9 @9	8½ @8½
Pigs' Feet.....	5 @ 5	7 @ 7
Pigs' Heads.....	7 @ 7	7 @ 7
Blade Bones.....	12½ @12	9 @ 9
Blade Meat.....	12½ @12	8 @ 8
Ham Livers, per lb.....	4 @ 4	8½ @ 8½
Neck Bones.....	3½ @3½	4 @ 4
Skinned Shoulders.....	10 @10½	10 @10
Pork Hearts.....	6½ @6½	5 @ 5
Pork Kidneys, per lb.....	8 @ 8	8 @ 8
Pork Tongues.....	17 @17	12 @12
Slip Bones.....	9 @ 9	9 @ 9
Tail Bones.....	8 @ 8	9 @ 9
Brains.....	9 @10	11 @11
Back fat.....	12 @12	11 @11
Hams.....	20 @20	17 @17
Calves.....	11½ @13	11 @11
Bellies.....	21 @21	16 @16

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	22
Country style sausage, fresh, in link.....	15
Country style sausage, fresh, in bulk.....	14
Mixed sausage, fresh.....	11
Frankfurts, in pork casings.....	13
Bologna in beef bungs, choice.....	14
Bologna in beef middles, choice.....	14
Bologna in cloth, parboiled, choice.....	14
Liver sausage in hog bungs.....	14
Liver sausage in beef rounds.....	14
Head cheese.....	22
New England luncheon specialty.....	16
Miner's luncheon specialty.....	16
Tongue sausage.....	16
Blood sausage.....	14
Souse.....	14

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	49
Cervelat, new condition, in hog bungs.....	15
Cervelat, new condition, in beef middles.....	15
Thuringer Cervelat.....	15
Farmsteiner.....	20
Holsteiner.....	24
B. C. Salami, choice.....	43
Milano Salami, choice, in hog bungs.....	43
B. C. Salami, new condition.....	43
Frisées, choice, in hog middles.....	35
Genoa style Salami.....	35
Mortadella, new condition.....	32
Capicola.....	32
Italian style hams.....	47
Virginia style hams.....	41

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	5.75
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	7.00
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	6.50
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.00
Smoked link sausage in pork casings—	6.00
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	7.00

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, per set.....	.29
Beef rounds, export, 225 sets, per set.....	.31
Beef rounds, export, 140 sets, per set.....	.38
Beef middles, per set.....	1.10
Beef bungs, No. 1, per piece.....	.28
Beef bungs, No. 2, per piece.....	.18
Beef weasands, No. 1, per piece.....	.17
Beef bladders, small, per doz.....	.10
Beef bladders, medium, per doz.....	.60
Beef bladders, large, per doz.....	.60
Hog middles, with cap, per set.....	.17
Hog middles, without cap, per set.....	.15
Hog bungs, export.....	.23
Hog bungs, large.....	.13
Hog bungs, medium.....	.08
Hog bungs, narrow.....	.08
Hog stomachs, per piece.....	.07

Imported sheep casings, extra wide.....	2.00
Imported sheep casings, medium wide.....	1.00

Imported sheep casings, medium wide.....	1.00
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Imported sheep casings, extra wide.....	1.00
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Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. barrel.....	14.50
Pork tongues, 200-lb. barrel.....	45.00
Lamb tongues, long cut, 200-lb. bbl.....	43.00
Lamb tongues, short cut, 200-lb. bbl.....	48.00

## CANNED MEATS.

Corned beef.....	No. ½ No. 1. No. 2. No. 6.
Roast beef.....	\$ 2.35 \$ 4.00 \$13.00
Roast mutton.....	2.40 4.75 16.50
Sliced dried beef.....	2.50 4.50 17.50
Ox tongue, whole.....	2.50 4.25 8.75 33.50
Lunch tongue.....	2.50 4.25 4.25
Corned beef hash.....	1.50 2.75 4.25
Hamburger steaks with onions.....	1.50 2.25 4.25
Vienna style sausage.....	1.15 2.25 4.15
Veal loaf, medium size.....	2.00
Chili con carne with, or without, beans.....	1.25
Potted meats.....	.80

## BARRELED PORK AND BEEF.

Mess pork, regular.....	26.00
Family back pork, 20 to 34 pieces.....	28.50
Family back pork, 35 to 45 pieces.....	29.00
Clear pork back, 40 to 50 pieces.....	27.00
Clear pork back, 50 to 60 pieces.....	24.00
Clear plate pork, 20 to 35 pieces.....	22.50
Clear plate pork, 35 to 45 pieces.....	21.50
Beef pork.....	1.00
Plate beef.....	25.50
Extra plate beef, 200-lb. barrels.....	13.50
.....	14.50

# Retail Section

## HOW TO RUN A SUCCESSFUL MEAT MARKET

One Minute Talks with John T. Russell

### NO. 1—STUDY THE NEIGHBORHOOD.

(EDITOR'S NOTE.—This is the first of a series of practical talks on successful meat retailing by John T. Russell, successful meat retailer, president of the National Association of Meat Councils, and past president of the United Master Butchers' Association of America.)

When a retailer is thinking of starting a meat market the first matter that he ought to look after is to figure out the neighborhood that he will have to serve. In other words, he will have to make the quality of his products suit the locality. He must stock up with and sell goods that the people in his neighborhood can afford to pay for. The first thing is to measure his prospective customer's pocketbooks and their appetites.

This point of studying one's neighborhood is emphasized because most retailers make the mistake of going in either too cheap or too dear. For example, in a rich suburb of Chicago it is foolish to start a market with cheap meat on a cash and carry basis. That sort of a neighborhood needs credit, service and quality.

In deciding on the kind of market to start there are three different kinds to

keep in mind. First, there is the cheaper market, which has good meats but of the cheaper sort, and is conducted on a cash basis with no delivery service. Second, there is a high class market, which deals in the top goods and gives extensive service and credit. And third, there is the market that handles possibly all three grades of meat: No. 1, medium and common. Some of these latter grades may be cash and carry, others may give some service in delivery.

Because a retailer does not stop to think out this matter carefully before making any further move in starting a meat market, he may lose money and finally find himself in such a position that he may have to go out of business.

Having started a market of the kind suited to the neighborhood, a retailer has to think of making his market as attractive to the community as possible. That is the only way to get volume of business, and volume is the big thing. For if this matter of increasing volume is not kept in mind, the market will die at a certain point.

ers and gas ranges demonstrated the delicious dishes that can be made with the lesser known cuts of meat.

A popularity contest was conducted throughout this show. Frieda Biedlar, 4037 Detroit avenue, Toledo, was presented with a diamond ring as the first prize. Miss Loretta Drouillard, 407 Washington street, won the second prize, and Miss Rose Schuman, 1343 Western avenue, won third prize.

Glen Ramsey, with Emery Ganun's market, at 2151 Ashland avenue, drove home in an automobile which was presented to him by officials of the exposition.

### NEW USE FOR AN OLD DIME.

There was recently found a quick and easy way to test the percentage inaccuracy of packages, which will interest packers.

By an odd chance it happens that dimes weigh twelve to the ounce, and as one ounce overweight on the pound is a slight fraction over 6%, the weight of one dime is therefore equal to one-half of one percent.

To find the percentage of overweight loss on a one-pound package, put the same on your balance scale, set for one pound, then put dimes on the weight platter until the scale shows a perfect balance. A count of the dimes will give you your loss percentage to the closest one-half of one percent.

If 8 oz. packages are tested each dime will represent 1%.

If 4 oz. packages are tested each dime will represent 2%.

Where larger packages are tested the percentage value of the dime decreases with the poundage. One dime on a two-pound package being one-fourth of 1%. One dime on a four-pound package, one-eighth of 1%, etc.

### LOCAL AND PERSONAL.

E. G. Kurtz will open a meat market at Lyons, Wis.

The Francis Market has been opened at McCook, Neb.

William Snyder has started a new meat market at Canton, O.

J. H. Walters, Lodi, Cal., has opened a new meat market.

Elmer Curry will open a meat market at Primrose, Neb.

Walter Peterson has bought the meat market at Eureka, Wis.

W. W. Tood has started a meat market at Atlantic City, N. J.

H. C. Smith has opened a meat market at West Frankfort, Ill.

J. R. Bowman has begun a meat market at White Salmon, Wash.

A. V. and J. E. Francis will open a meat market at McCook, Neb.

M. E. Peters has reopened a meat market at Pine River, Minn.

T. J. Robinson has opened a new meat market at Loudon, Tenn.

Charles Brickman has opened a new meat market at Busco, Ill.

C. T. Story has engaged in the meat business at Halstead, Kans.

J. F. Berens has purchased the Pioneer meat market, Parker, S. D.

Dean Amstadt has bought the Hutter meat market at Lacon, Ill.

B. M. Heselhout has started a new meat market at Edwardsville, Ill.

William F. Rhode has acquired the meat market at Beaver Dam, Wis.

Fromel & Lewis have engaged in the meat business at Burley, Ida.

The meat market at Davenport, Minn., was recently destroyed by fire.

Simon Bros. have begun business at the New City Market, Lisbon, Ohio.

The Bruder meat market has opened at 143 Gooding street, La Salle, Ill.

The Kalbitzer meat market has started business at Moundsville, W. Va.

Ben Carlos has sold his meat market to Theodore Falk, Watertown, S. D.

Charles Barnum has bought the Purden meat market at Evansville, Wis.

Charles H. Laberg has started a new meat market at New Brighton, Pa.

Krehmke & Bixeman have opened a meat market at Grand Island, Neb.

Ed Barta has bought the meat market of Wherry & Helm at Plymouth, Ia.

Graff & Blades opened a meat market at 465 Central avenue, Dubuque, Ia.

B. Schmidt, 4 North State street, Elgin, Ill., has started a new meat market.

Fred Schmiedeskamp has bought the Central meat market at Wayne, Neb.

John Cain and John Hill & Son have started a meat market at Robinson, Ill.

Wm. B. Ratcliffe has added a meat market to his grocery store at Stratton, Neb.

B. F. Collier has moved his butcher shop to Greenacres, Wash., from Winona.

A. M. Murphy and Leo F. Lynch have bought the City market at St. Peter, Minn.

The Purity meat market, Main street, Stevens Point, Wis., was recently started.

James Koudelak has taken over the meat market of John Walz at Norfolk, Neb.

R. M. Terry has bought an interest in the Keating meat market at Martin, Tenn.

Homer Peterson has bought the meat market of W. B. Songer at Kempton, Ill.

Small & Grigsby have leased the Independent Meat Market at Payette, Idaho.

Mr. Snell, Eureka, Wis., has sold his meat market to Mr. Peterson of Waupaca.



No. 10 REGULAR  
Capacity—24 lbs.  
Gold, Gray or White

# THE BARNES SCALE

"THE SCALE OF QUALITY"

Accurate  
Attractive

Small Base  
Large Platform

Durable  
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Sold only by  
**RELIABLE DEALERS**

Manufactured by

BARNES SCALE CO.

DETROIT, MICH.

H. A. Marshall has opened a new meat market at 169 East Elm street, Canton, Ill.

H. C. Hall & Co., Main street, Weston, W. Va., have opened a new meat market.

T. R. Lay and O. L. Tockey have bought the Holly meat market at Sargent, Neb.

Fred Boehm has sold his meat market to H. C. and Richard Younger at Holdrege, Neb.

Arthur Ransford, Palmyra, Neb., has disposed of his meat business to Ernest Stevens.

The Metropolitan Meat Company have opened at 9103 Gratiot avenue, Detroit, Mich.

Elmer Van Buren has opened a meat market at 119 E. Allegan street, Lansing, Mich.

E. L. Kuntze has retired from the meat firm of Rodewald & Kuntze, Faribault, Minn.

Thomas Mills, Lancaster, Pa., has bought the meat market of Swinehart & Olive.

John E. Clasby has purchased the meat market of Harry Sinclair at Cambridge, Idaho.

L. Tempin, Milwaukee, Wis., has opened a new meat market at 4421 North avenue.

Frank P. Church has purchased the meat business of John W. Braman at Stan-ton, Neb.

C. C. Anderson has purchased the All-Day market from Albert Tucker at Atchison, Kans.

The Central meat market is the new

name of the Main Street meat market at Austin, Pa.

Charles Holy has sold his meat market to T. R. Lay and O. L. Tockey at Sargent, Neb.

Arthur Sherbett has leased the meat market of S. C. Earnest & Son at Benkelman, Neb.

Ferd Schmeideskamp has purchased the Central Meat market from Art Bourks at Wayne, Neb.

The United Market Co. has opened a meat market at 272 South Wabash street, Wabash, Ind.

The Kedzie meat market, 526 Kedzie avenue, Chicago, has been opened for business recently.

The Citizens' meat market has opened for business at 123 S. California street, Rockford, Ill.

Joe E. Weigand has purchased a grocery store and will add a meat market at Newton, Kans.

Charles W. Henning & Son, Saginaw, Mich., are building an addition to their sausage factory.

William H. Peifer, Allegheny market, Federal street, Pittsburgh, Pa., has begun a meat business.

Ervin C. Heiman has purchased a half-interest in the Johnson Meat Market at St. Maries, Idaho.

E. L. Kuntze has sold his interest in the meat market of Rodewald & Kuntze, at Faribault, Minn.

Joe Baroni has bought the meat market of Mrs. Mary Pellegrini, Illinois avenue, Murphysboro, Ill.

Edward Russell has started a meat market at Upland, Cal., to be known as the Upland Public market.

The Lundes meat company, 2028 West Madison street, Chicago, has started business as a meat market.

Davis Burger, who recently sold his meat market at La Crosse, Wash., is looking for another location.

George Fetch has started a meat market at East 6th street and Wyoming avenue, Wilkes Barre, Pa.

J. R. Rysdale and T. A. Emery are going to open a new meat market at Ferry street, Niagara Falls, Ont.

H. C. and Richard Younger have purchased the Palace Meat Market from Fred Boehm at Holdrege, Neb.

Adrian Griffen and Joseph Ditman have taken over the meat market at 40 North Ottawa avenue, Grand Rapids, Mich.

Ben Rosenthal, Fondulac, Wis., will open a meat market and delicatessen store in the Calumet Hotel Block on Forest avenue.

J. Olson has bought the Diekmann meat market at Kester, Minn. W. G. Brown has opened a new meat market at New Canton, Ill.

A. O. Johnson has bought the meat market at Saco, Wash. J. Obert has bought the meat market of G. V. Clark at Kingsley, Ia.

Silas Kilmer and Daniel Blanchard will open a meat market at Charlotte, Mich. The Sanitary Grocery has added a meat market at Blackwell, Okla.

Gust Faustman of Berlin, Wis., has bought the building occupied by H. W. Ginkle as a meat market. Faustman will take possession on Nov. 15th and will open a meat market.



## ASK THEM!

ONE HUNDRED of the leading packers and wholesalers of the Middle West, East and South are selling HAMMOND'S



## MISTLETOE—WHITE ROSEBUD—KO-KO

and other brands of

## Oleomargarine

*Let us refer you to some of them—they can tell you interesting things about the possibilities of our line.*

**The G. H. Hammond Co.**

**CHICAGO, ILL.**

## New York Section

W. C. Buethe, treasurer, Wilson & Company, Chicago, is in New York this week.

C. H. Rohmeiser, Wilson & Company, Chicago, returned to New York after spending a few days in Boston.

J. F. Smith, refinery department, and E. J. Kronkhite, beef cutting department, Swift & Company, Chicago, were visitors to the city.

W. D. Speer, grain department, C. J. Murphy, head of the butter department, and Glenn McKnight, small stock department, Morris & Company, Chicago, were in New York this week.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending November 18, 1922, on shipments sold out, ranged from 8.00 cents to 18.00 cents per pound, and averaged 12.14 cents per pound.

L. Frank Barry, vice president of the Urner-Barry Company of New York, publishers of the New York Produce Review, died on November 9. Mr. Barry was a recognized authority on the produce markets and a man of very high personal standing throughout the industry. He will be missed in produce circles, where his opinions were very highly regarded, and where his service was highly valued.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending November 18, 1922: Meat—Manhattan, 3,538 lbs.; Brooklyn, 59 lbs.; The Bronx, 21 lbs.; Queens, 8 lbs.; total, 3,626 lbs. Fish—Manhattan, 106½ lbs.; Brooklyn, 120 lbs.; total, 226½ lbs. Poultry and game—Manhattan, 1,234½ lbs.; Brooklyn, 12 lbs.; total, 1,246½ lbs.

One of the old-time butchers and one well thought of in the trade has retired, after over 40 years of active life. This is Fred C. Martus, who for 25 years conducted the well known shop at 1093 Second avenue, near 57th street. The business has been taken over by John Werle, Mr. Martus' son-in-law, and Fred Havermann, both young men of experience and ability, who will adhere to the policy of the former owner, in keeping only the finest quality of meats and poultry. The market has been thoroughly overhauled and painted throughout in white. The young blood is already felt, in that the business is rapidly growing large, though it was already. The new owners have lots of "pep and ambish," which is a quality needful to success in the retail meat business in these days.

Apparently there will be few turkeys on the market next week, because at the present time there was a considerable scarcity of dressed and live turkeys, with no indication that the shortage will be relieved. The wholesale dealers have been promised very little relief. One leading wholesaler of over thirty branch houses in the New York district has just six cars to go around. This firm will name no price quotations for next week. Prices in Kansas City and at Texas points, which are the big source of turkey supplies for the New York market, indicate that a real shortage exists in the country districts. The retailers are advising the public to buy chickens, fowls and the different cuts of the New York crops of corn-fed pigs

and beef which are now coming in good quality and at very reasonable prices.

### EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Economics as follows:

A generally slow demand, with buyers curtailing their purchases on account of the Thanksgiving holiday next week, while prices fluctuated within a narrow range were the principal features of this week's fresh meat trade. Supplies of all classes were about normal.

A good demand for fore quarter cuts resulted in strong to higher prices, while hind quarters were slow to reach. This narrowed the spread in prices between fore and hinds to a comparatively narrow range, a feature that has been lacking for a long period. At New York in many instances the difference in price amounted to only \$1 to \$2 on similar grades. While choice steer beef was lacking in quantity and sold fairly well, good steers were plentiful, but were neglected in favor of well finished medium kinds at a lower price. Common steers and medium and common cows were hard to sell, while good cows sold fairly well in cuts. Compared with last Friday, steers are about steady at Boston and Philadelphia and weak to \$1 lower at New York, and cows generally steady. Receipts of bulls were light, hardly enough to make a market, but demand was also lacking. Local slaughtered bulls advanced around 50c at New York, selling mostly at \$7.50@8.50. Kosher beef ruled strong to higher, while hind quarters from Kosher cattle were weak to lower.

Good and choice light and medium weight veal sold fairly well at steady to stronger prices, while sides and heavy veal were draggy. At Boston practically nothing but this latter class was on the market, but prices held steady under a fair demand. At New York choice veal advanced \$1 during the week, while other grades sold at uneven and fluctuating prices. Heavy sides at that market were frozen against offers of \$6@6.50. Demand

was slow at Philadelphia, but about equal to the moderate receipts, prices ruling steady to \$1 higher than last Friday.

A seasonal increase in the percentage of heavy lamb made trade slow, although light weight kinds of the better grade sold fairly well. Receipts were somewhat larger than last week, but not excessive. Compared with last Friday all markets are around \$1 lower. Frozen Argentine lambs ran around \$22 in small lots at Boston.

The bulk of the moderate receipts of mutton was not better than medium grades and included a liberal percentage of heavy kind. Prices were mostly steady, although concessions were made in some instances to stimulate sales.

The spread in prices between light and heavy loins continued to narrow, heavy loins selling for the same price in some instances as light weights. The bulk of receipts was light and medium weight. The market ruled fairly steady, although some late sales were around \$1 lower than last Friday.

### MASTER BUTCHERS' MEETING.

At the meeting of Ye Olde New York branch, United Master Butchers of America, routine matters and reports took up most of the evening. On the eve of Thanksgiving week a question of great importance was the market on turkeys, which hitherto has been the nation's dish for this holiday, and a lively discussion ensued. The ball committee reported success for the journal and sanguine expectation for one of the best attended affairs ever run by this branch. The committee has spared neither time nor energy and has gone to considerable expense in order to have the best of everything. They have engaged exceptional talent, two bands, and the committee states there will not be a dull minute—something doing all the time. An application for data has been received from Port Jervis, N. J., where it is planned to organize another branch, and the matter has been placed in the hands of State President Glatz and State Secretary Hornidge.

The New York Retail Butchers Fund, Inc., which association has been formed by the members paying dues and assessments for the purpose of being mutually helpful in the event of material loss; to further and advance social intercourse; to do and perform any lawful act for the protection and conservation of the property of its members; to disseminate information and be mutually helpful to each other in the advancement of the butchers' trade and the elevation of its business standard; to give mutual instruction and disseminate information on all matters relating to the butcher business and in general to promote the welfare of members of the association, is now well under way and special care is being given to the fire fund, which from present indications is an assured success. The officers are: Moe Loeb, president; H. T. Vetter, secretary; Edward Schmelzer, treasurer; directors, A. F. Grimm, Geo. Kramer, Herman Kirchbaum, Chas. Hemdt, E. M. Collins, I. Wederschlag. Members of Ye Olde New York and Washington Heights branches joined in this movement.

In reference to certain packers asking the government to consent to a merger, this matter has been referred to the National Association of United Master Butchers, advising them to study the situation and ascertain if it will be necessary for the retailers' interest to be represented at Washington on this subject.

### "Yellow" Market Reporting

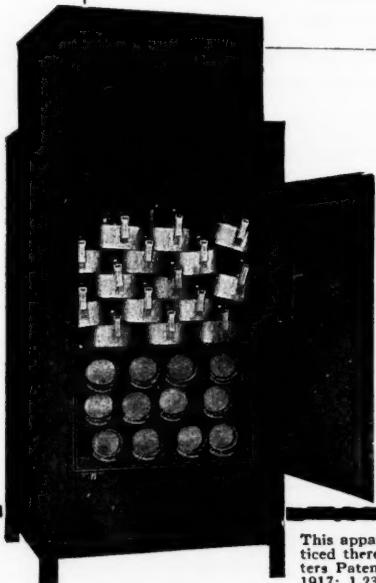
New York retailers have good cause for indignation at the statements issued by an alleged authority on the poultry market concerning the price of Thanksgiving turkeys. This writer's statements would have been of no consequence had they not appeared in a widely-read daily newspaper, whose policy is sensationalism at the expense of the facts.

This "anything-to - sell - the-paper" editorial policy will deprive many New Yorkers of their Thanksgiving turkey because of their fear of being overcharged, besides making bad feeling between dealers and customers. Demagogism is bad enough in politics, but when it gets into the field of market reporting it is criminal.

## Better than a home-roasted ham—

*Four distinctive features of the TRESCHOTT COOKER:—*

1. Cuts down shrinkage.
2. Cooks a better ham.
3. Cuts down labor cost.
4. Cuts down fuel cost.



That is what Packers say about Trescott hams.

They have found that water-cooking not only

*A few users:—*

The Allied Packers  
The Cudahy Packing Co.  
Jacob Dold Packing Co.  
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Harris Abattoir Co.  
Indianapolis Abattoir Co.  
Krey Packing Co.  
Maciver Brothers  
John Morrell & Co.  
H. H. Meyer Packing Co.

causes an excessive shrinkage, but has a decided tendency to soak out the flavor of the ham.

The Trescott, by employing a lower temperature and saturated-air, reduces this shrinkage 4 to 6%, and produces a finer flavored ham that rivals the best that a housewife can roast in her own kitchen oven.

The Trescott is cooking better hams at a big saving for many Packers—just take a look at that list to the left.

Why not for you?

THE TRESCHOTT COMPANY  
30 N. La Salle St.  
Chicago, Ill.

## Trescott Ham Cookers

This apparatus and the process to be practiced therewith are protected by U. S. Letters Patent Nos. 1,226,147, dated May 15, 1917; 1,233,000, dated July 10, 1917, and 1,256,955, dated February 19, 1918.

For Sausage Makers

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Patent Parchment Lined

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and

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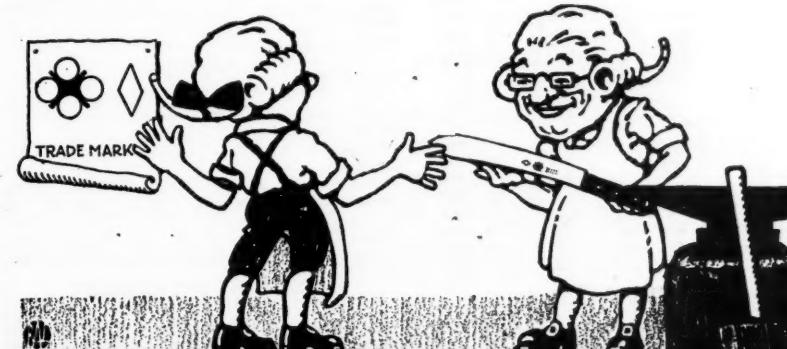
RETAIL PRICE CHANGES.

Retail prices on certain meat products during the month from September 15, 1922, to October 15, 1922, increased, according to the U. S. Bureau of Labor Statistics, as follows: Plate beef and lard, 2 per cent; pork chops, bacon and crisco, 1 per cent. Nut margarine showed an increase of less than five-tenths of 1 per cent.

These articles decreased in price as follows: Sirloin steak, round steak, chuck roast and ham, 1 per cent. Rib roast and hens decreased less than five-tenths of 1 per cent.

Prices remained unchanged for the following: Leg of lamb and oleomargarine.

For the period October 15, 1921, to October 15, 1922, the percentage decrease in all articles of food combined was 6 per cent. Certain articles decreased in price during the year as follows: Oleomar-



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garine and strictly fresh eggs, 8 per cent; hens, 6 per cent; nut margarine, 5 per cent; butter, 4 per cent; plate beef, 3 per cent; bacon and ham, 1 per cent.

Some articles increased in price as follows: Leg of lamb, 20 per cent; sirloin steak, pork chops and lard, 12 per cent; round steak and rib roast, 1 per cent. The price for chuck roast remained unchanged during the year.

For the 9-year period, October 15, 1913, to October 15, 1922, the increase in all articles of food, combined was 37 per cent. The articles named showed increases as follows: Leg of lamb, 95 per cent; ham,

73 per cent; hens, 64 per cent; pork chops, 62 per cent; sirloin steak, 49 per cent; bacon, 47 per cent; round steak, 43 per cent; rib roast, 40 per cent; butter, 33 per cent; strictly fresh eggs, 31 per cent; chuck roast, 21 per cent; lard, 9 per cent; and plate beef, 4 per cent.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to prime.....	6.50@11.85
Cows, common to choice.....	1.25@ 5.50
Bulls, common to choice.....	3.50@ 5.00

## LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	13.00@13.50
Calves, veals, common to medium.....	7.50@11.50
Calves, veals, culs, per 100 lbs.....	5.50@ 7.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	15.75@16.00
Sheep, ewes, prime, 100 lbs.....	7.25@ 7.50
Sheep, ewes, common to good, per 100 lbs. 4.50@ 7.00	

## LIVE HOGS.

Hogs, heavy.....	8 1/4 @ 8 1/4
Hogs, medium.....	@ 9
Hogs, 140 lbs.....	@ 9
Pigs, under 70 lbs.....	@ 9
Roughs.....	6 1/2 @ 6 1/2

## DRESSED BEEF.

Choice, native, heavy.....	@ 20
Choice, native, light.....	20 @ 21
Native, common to fair.....	16 @ 19

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	18 @ 18 1/2
Native choice yearlings, 400@600 lbs.....	18 1/2 @ 19
Western steers, 600@800 lbs.....	11 @ 14
Texas steers, 400@600 lbs.....	7 @ 10
Good to choice heifers.....	16 @ 17
Choice cows.....	10 @ 11
Common to fair cows.....	7 @ 8
Fresh bologna bulls.....	@ 6 1/2

## BEEF CUTS.

Western.	City.
No. 1 ribs.....	@ 24 27 @ 28
No. 2 ribs.....	@ 17 24 @ 25
No. 3 ribs.....	@ 12 20 @ 23
No. 1 loins.....	26 @ 30 32 @ 34
No. 2 loins.....	22 @ 24 27 @ 29
No. 3 loins.....	9 @ 12 24 @ 26
No. 1 hinds and ribs.....	23 @ 24 23 @ 27
No. 2 hinds and ribs.....	16 @ 18 17 @ 21
No. 3 hinds and ribs.....	10 @ 12 12 1/2 @ 16
No. 1 rounds.....	@ 12 @ 13
No. 2 rounds.....	@ 8 @ 10
No. 3 rounds.....	@ 7 @ 12
No. 1 chuck.....	12 @ 14 @ 16
No. 2 chuck.....	@ 8 12 @ 13
No. 3 chuck.....	@ 5 10 @ 11
Bologna.....	@ 6 7 1/2 @ 8 1/4
Rolls, reg., 6@8 lbs. avg.....	22 @ 23
Rolls, reg., 4@6 lbs. avg.....	17 @ 18
Tenderloins, 4@5 lbs. avg.....	60 @ 70
Tenderloins, 5@6 lbs. avg.....	80 @ 90
Shoulder clods.....	10 @ 11

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@ 20
Veals, country dressed, per lb.....	22 @ 23
Western calves, choice.....	16 @ 18
Western calves, fair to good.....	12 @ 15
Grassers and buttermilks.....	8 @ 11

## DRESSED HOGS.

Hogs, heavy.....	@ 14 1/4
Hogs, 180 lbs.....	@ 14 1/4
Hogs, 160 lbs.....	@ 14 1/4
Hogs, 140 lbs.....	@ 15
Pigs, 80 lbs.....	@ 15

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	26 @ 27
Lambs, poor to good.....	17 @ 25
Sheep, choice.....	14 @ 16
Sheep, medium to good.....	12 @ 13
Sheep culs.....	9 @ 11

## SMOKED MEATS.

Hams, 8@10 lbs. avg.....	22 @ 23
Hams, 10@12 lbs. avg.....	21 @ 22
Hams, 12@14 lbs. avg.....	21 @ 22
Picnics, 4@6 lbs. avg.....	16 @ 17
Picnics, 6@8 avg., per lb.....	15 1/2 @ 18
Rolllettes, 6@8 avg., per lb.....	17 @ 18
Beef tongue, light.....	35 @ 40
Beef tongue, heavy.....	43 @ 45
Bacon, boneless, Western.....	26 @ 27
Bacon, boneless, city.....	26 @ 27
Pickled bellies, 10@12 lbs. avg.....	21 @ 22

## THE NATIONAL PROVISIONER

## FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.....	20 @ 21
Fresh pork tenderloins.....	50 @ 62
Frozen pork loins, 10@12 lbs. avg.....	19 @ 20
Frozen pork tenderloins.....	48 @ 50
Shoulders, city, 10@12 lbs. avg.....	16 @ 17
Shoulders, Western, 10@12 lbs. avg.....	15 @ 16
Butts, boneless, Western.....	21 @ 22
Butts, regular, Western.....	19 @ 20
Fresh hams, city, S@10 lbs. avg.....	20 @ 21
Fresh hams, Western, 10@12 lbs. avg.....	20 @ 21
Fresh picnic hams, Western, 6@8 lbs. avg.....	15 @ 16
Extra lean pork trimmings.....	16 @ 17
Regular pork trimmings, 50% lean.....	12 @ 13
Fresh spare ribs.....	14 @ 15
Raw leaf lard.....	13 @ 14

## BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	140.00 @ 150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	110.00 @ 120.00
Black hoofs, per ton.....	55.00 @ 60.00
Striped hoofs, per ton.....	55.00 @ 60.00
White hoofs, per ton.....	85.00 @ 95.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	130.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00 @ 325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00 @ 275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00 @ 225.00

## FANCY MEATS.

Fresh steer tongues, L.C., trm'd.....	40c a pound
Fresh steer tongues, untrimmed.....	37c a pound
Calves, heads, scalded.....	65c a piece
Sweetbreads, veal.....	75c a pair
Sweetbreads, beef.....	50c a pound
Beef kidneys.....	16c a pound
Mutton kidneys.....	6c each
Livers, beef.....	20c a pound
Oxtails.....	15c a pound
Hearts, beef.....	8c a pound
Beef hanging tenders.....	19c a pound
Lamb fries.....	10c a pair

## BUTCHER'S FAT.

Shopfat.....	2 1/2
Breastfat.....	4
Edible suet.....	5 1/2
Inedible suet.....	4
Bones.....	25

## SPICES.

Whole.	Ground.
Pepper, Sing., white.....	14 17
Pepper, Sing., black.....	10 1/2 13 1/2
Pepper, red.....	35 30
Allspice.....	5 1/2 8 1/2
Cinnamon.....	11 1/2 15 1/2
Coriander.....	13 1/2 16 1/2
Cloves.....	35 40
Ginger.....	14 1/2 17 1/2
Mace.....	47 52

## CURING MATERIALS.

In lots of less than 25 bbls.: Bbls.	Double bags.
Double refined saltpetre, gran.....	6% 6%
Double refined saltpetre, small crystals.....	7% 7%
Double refined nitrate soda, gran.....	4% 4%
Double refined nitrate soda, crystals.....	5% 5%
In 25-bbl. lots:	
Double refined saltpetre, gran.....	6% 6%
Double refined saltpetre, small crystals.....	7% 7%
Double refined nitrate soda, gran.....	4% 4%
Double refined nitrate soda, crystals.....	5% 5%
In carloads:	
Double refined nitrate of soda, gran.....	4 1/2 4 1/2
Double refined nitrate of soda, crystals.....	5% 5%

## GREEN CALFSKINS.

5-9 9 1/2-12 1/2 12 1/2-14 14-18 18 lbs.	lbs. lbs. lbs. lbs. up.
Prime No. 1 veals.....	2.85 3.15 3.50 4.25
Prime No. 2 veals.....	2.65 2.90 3.25 4.00
Buttermilk No. 1.....	2.55 2.90 3.25
Buttermilk No. 2.....	2.35 2.70 3.05
Branded grubby.....	1.6 2.10 2.20 2.40
No. 3 ..... At value	2.85

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.....	29 @ 31
Western, 48 to 54 lbs. to dozen, lb.....	26 @ 28
Western, 43 to 47 lbs. to dozen, lb.....	25 @ 26
Western, 36 to 42 lbs. to dozen, lb.....	25 @ 27
Western, 31 to 35 lbs. to dozen, lb.....	25 @ 27
Western, under 20 lbs. to dozen, lb.....	32 @ 36

## Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 60 lbs. and over to dozen, lb.....	26 @ 28
Western, 48 to 54 lbs. to dozen, lb.....	25 @ 27
Western, 43 to 47 lbs. to dozen, lb.....	24 @ 25
Western, 36 to 42 lbs. to dozen, lb.....	24 @ 25
Western, under 20 lbs. to dozen, lb.....	30 @ 34

## Fowls—Fresh—dry packed, corn fed—barrels.

Western, dry packed, 5 lbs. and over, lb.....	26 @ 28
Western, dry packed, 4 1/2 lbs. each, lb.....	25 @ 27
Western, dry packed, 3 1/2 lbs. each, lb.....	20 @ 22
Western, dry packed, 3 lbs. and under, lb.....	17 @ 19

## Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry packed, boxes.....	17
Western, scalded, bbls.....	16
Ducks, Long Island, bbls.....	14

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